THE BEACON

MARITIME EXCHANGE
240 Cherry Street
Philadelphia, PA 19106

ADDRESS SERVICE REQUESTED

PRSRT STD
U.S. POSTAGE
PAID
WILMINGTON, DE
PERMIT NO. 1635

Summer 2022
Volume 32, No.3

www.maritimedelriv.com ◆ exchange@maritimedelriv.com ◆ /company/maritimedelriv ◆ @maritimedelriv

Mid-Atlantic wind developments are blowing in fast



Artist rendering of the completed New Jersey Wind Port showing wind turbine component staging and assembly.

The winds of change are blowing on the Delaware River, and this is a good thing for regional port development.

While talk of wind turbines outside Delaware Bay and off the New Jersey and Maryland coasts has been going on for years, the Biden administration set a goal of 30 gigawatts of offshore wind energy nationwide by 2030. This goal has pushed the development of wind projects to the forefront of the energy sector.

"While the interaction between maritime and other water uses is always a concern, this type of development brings tremendous opportunity for Maritime Exchange members. Not only the developers themselves, but the suppliers, transportation providers, port workers, and a host of others stand to benefit," said Exchange President Lisa Himber.

Offshore wind projects

Several companies have been working to provide offshore wind energy in the Mid-Atlantic region, with electric generation potential within three years.

Ørsted has several ongoing projects off the coast of New Jersey and outside Delaware Bay. "We are excited to play a leading role in providing clean, renewable energy," said Edward LeBlanc, Head of Marine Affairs at Orsted Offshore North America. "Our sites will help attain the 30-gigawatt goal."

The Ocean Wind 1, a partnership with PSEG, and Ocean Wind 2 sites

continued on page 9

The last year in review: a sea change at the Exchange

So it's been just over a year since we lost Dennis Rochford and the Exchange board tapped Lisa Himber to succeed him as president.

Some days it feels like it was just yesterday, and other times it is hard to believe it has only been a single year.

In many ways, life at the Exchange is much as it has been since the early 1990s. Our team is still working hard to meet the needs of our community, and our most sincere hope is that members have not noticed any change in the level of service they receive.

Some of the issues we've addressed over the last year are also largely the same. The 45-foot stakeholder group has maintained its monthly meeting schedule, CBP continues to expand automation efforts and still does not have enough personnel, we are still opposing the steel tariffs at every opportunity, and the federal government has yet to resolve the renewable fuel standard crisis. To name but a few.

On the other hand, we've tackled a few new items over the last year too, such as considering ship agents licensing, supporting expanded imports, helping some stranded Ukrainian crew, and opposing proposed new rules in New Jersey. Again, to name but a few.

The last 12 months have brought some dramatic changes internally. Beyond Dennis's passing, long-time shipmate Bill Bayard passed away unexpectedly in January, and even longer-time shipmate Scott Anderson retired in December. It is always very difficult when a team that has worked together so long and so well breaks apart. Then Christina Lista left in May, creating a void in our membership and events programs. Many thanks are due to Donna Stargell who stepped in—as always, we might add—to pick up some of that load.

Thanks are also due to directors Michael Fink, Paul Myhre, and Joe Calabretta, who have provided invaluable additional assistance since Himber assumed the president's mantle.

And of course, none of what we do would be possible without our Operations and IT staff. They have all been greatly affected by the changes and the challenges of filling positions as they become vacant, and each and every one of them has worked tirelessly (and we mean that literally) to keep the ship afloat. So to Rick Clark, Darleen Michalak, Laura Miller, Robb Reyes, and Karen Scotton, a very hearty "Thank you!"

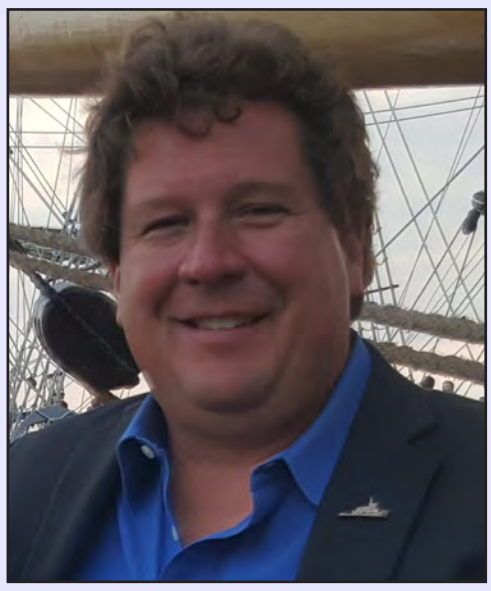
continued on page 13



Interview with

Scott Cointot

Owner, Philadelphia Barge Company



Scott Cointot has been a fixture in the Delaware River port community for over 35 years. He holds a captain's license and can be found most days working on the river. When not on the water, his duties as the Chairman of the Board of the Maritime Academy Charter School occupy his time. Scott is a past president of the Ports of Philadelphia Maritime Society, where he created a scholarship program that continues to grow each year. Together with his wife, Lynn, he recently launched a new enterprise, Philadelphia Barge Company, LLC. The Beacon *caught up with Scott in July to ask about his outlook for the maritime industry.*

Q: First, tell us a little bit about the Philadelphia Barge Company.

A: Philadelphia Barge Company was established in 2018 to provide barge charters. In 2021 during the height of the pandemic, we purchased a tug ("Osprey") and a crew boat ("Pelican"). PBC is a locally operated tug, barge, and launch company operating out of the old Philadelphia Navy Yard. This year we purchased seven deck barges from Arthur Sulzer to continue to grow and offer a wider range of services on the Delaware River.

PBC provides a wide variety of services to the Delaware River port community. These include launches for passengers/ships' stores delivery, divers, barges for marine construction projects, salvage, crane barge services, and more. Many of the fireworks readers of *The Beacon* see on the river use our barges.

Q: What do you see as your greatest opportunities in the years ahead? And opportunities for the port community as a whole?

A: In the future, we want to continue providing excellent service to the port. At the same time, we look forward to continuing to grow our business by acquiring additional equipment specifically to satisfy our customers' needs.

continued on page 10



Is stability a mirage?

In his year-end column in 2019 entitled "Too much change for one year," my predecessor Dennis Rochford discussed uncertainty surrounding the trade war with China, the looming IMO 2020 mandate, roller coastering truck spot and contract rates, and industry bankruptcies diminishing options for shippers and importers.

He ended that column with the following thought:

> *To say this has been a difficult year for the international trade industry is a high-caliber understatement. We know change is constant. But how about a bit of a break every now and then?*
>
> *Here's hoping 2020 brings with it some stability.*

It's almost as though he challenged the universe, and the universe responded with both alacrity and contempt.

Right after that column published, we went into a tailspin with the introduction of COVID into the U.S. in January 2020 and its escalation to pandemic status and total lockdown by March.

Almost instantaneously, worldwide consumer spending habits changed radically. More online shopping. More goods instead of services. The international trade community—private and public alike—had to react with lightning speed.

At the same time, fewer workers were available to handle the colossal volume increases as employees were out with COVID-19 or in quarantine for fear of getting or transmitting the virus.

Blanked sailings. Bottlenecks at terminals, railyards, inland storage facilities. Shortages of equipment such as containers and chassis. All of these realities resulted in such phenomena as retailers receiving their Halloween merchandise around Christmas time.

For the next two years, the problems seemed to do nothing but grow. The "return to normal" date, initially expected by mid-2021, kept moving farther and farther ahead.

Depending on who you talk to today, that return to normal may now be within our field of vision. Shipping rates on land and sea are falling, booking demand is slowing, and ships are offering more available cargo space. At the same time consumer spending patterns are changing, and importers are reworking their schedules. Just-in-time delivery may very well be yet another casualty of the virus, but retailers are determined to receive their goods well before they are needed.

One of the brightest spots in the pandemic recovery is that seafarers calling Delaware River ports are, for the most part, more freely able to take shore leave.

These factors aside, many terminals are seeing continued double-digit gains in cargo volumes, ships are still waiting at anchor before they can enter a number of U.S. ports, and on-dock and inland container gridlock persists throughout the system. The pessimists (realists?) believe it could easily be at least another year or more before the chokepoints clear and the freight industry gets back on an even keel. If it ever does.

The question now is whether anything approaching "normal" can exist in freight transportation. Going forward, it may be more difficult for the system to absorb interruptions than it did previously. It may be possible that events that are rare but not completely unusual, such as worker strikes, extreme weather, or hazardous material spills, will send the entire transportation chain into chaos each time they occur. Perhaps the escalating numbers and intensity of storms will wreak extended havoc on ports even as they strive for resiliency. Environmental justice initiatives will undoubtedly change the face of port development.

Beyond those are the unintended consequence disruptions, such as new tariff and trade laws or increased scrutiny through programs such as those the Federal Maritime Commission has instituted and planned. At any point in time, from any quarter, we can safely assume that something will arise to challenge "normal" ocean freight operations.

We may need to consider that uncertainty is the environment under which we generally operate, and "stability" is not achievable.

Am I tempting fate if I suggest we can hope otherwise?

Let's hope not.

Lisa Himber

INDUSTRIAL WELDING & REPAIR, INC.
856-371-8912
MECHANICAL CONTRACTORS

Telephone: 856-371-8912
E-mail: services@iwr-inc.net
www.iwr-inc.net

Ship and Engine Repair

24/7 SERVICE PIER SIDE OR AT SEA

Welders / Rigging / Millwright

Ports of Call
Philadelphia/ New Jersey/ Delaware / Baltimore / New York



Just a few more steps to 45 feet: Can it be?

Some members of today's Delaware River maritime community were not even born when the U.S. Army Corps of Engineers first started down what would become a very long and winding road to deepen the main channel to 45 feet.

After decades of planning, multiple cost/budget analyses, fighting opponents making groundless environmental objections, some unfortunate dialogue between one-time partners, and advocating strenuously—year after year—for federal funding, the end really is just about in sight.

"According to the Corps, the project was technically completed a few years ago," said Exchange President Lisa Himber. "But because of the lengthy duration between start and finish, many areas that had already been deepened silted in by the time it was done. So the last couple of years was about clearing shoals from those spots to bring the entire channel up to Philadelphia harbor to its authorized depth."

For the first time in years, two dredges are working on the Delaware. "We're excited for the progress that this rare opportunity will generate," said Capt. David Cuff, President of the Pilots' Association for the Bay & River Delaware. "The more work simultaneously being completed on the river, the closer we are to achieving the essential 45-foot channel depth the port community has been collectively working towards."

With the "Essex" and "Charleston" working concurrently, work might very well be completed by this fall.

If everything goes to plan, that is.

In another positive move, the Corps recently awarded a contract to remove the final rock outcroppings remaining in the Marcus Hook and Bellevue Ranges. "The removal of these rocks is a key step to welcoming larger vessels on the Delaware River," Cuff said.

"These truly are the final steps in the deepening project," said Corps Operations Chief Michael Landis. "Our plan is to award the next maintenance contract in September and revert to our normal annual maintenance schedule going forward."

"None of this would have been possible without the financial support of the Commonwealth of Pennsylvania and PhilaPort, which recognized the need for and the importance of this project and stepped up to serve as local sponsor," Himber said.

The project is definitely sailing with the wind now.

Welcome New Members

Liberty Terminal at Pennsauken Urban Renewal LLC
401 Cove Road
Pennsauken, NJ 08110
914-641-4900
ap@libertyterminalllc.com
www.libertyterminalllc.com

Link Martyn PLLC
1407 South Leithgow Terrace
Philadelphia, PA 19147
jmartyn@linkmartyn.com
www.linkmartyn.com

Saltz Mogeluzzi & Bendesky, P.C.
1650 Market Street, 52nd Floor
Philadelphia, PA 19103
215-496-8282
www.smbb.com

Individual Member

Leigh Harvis

Exchange membership: Let us do the work for you!

Do these quotes sound familiar? "In this world, you get what you pay for," (Kurt Vonnegut). "Quality is not act. It is a habit," (Aristotle).

Here at the Maritime Exchange, ensuring members receive the highest quality service in return for their investment in and trust of our organization is our highest priority.

In 1875, the Exchange used telegraph as primary means for communicating, and, needless to say, messages move much faster today. The Exchange relays information regarding vessel traffic through more technologically advanced methods like Maritime On-Line®. The live 24/7/365 ship movement updates ensure member agents, pilots, tugs, line handlers, stevedores, and the host of others who service ships and cargos are all in place ready to conduct commerce in the port.

Cargo is king

As the Exchange monitors vessel activity in the region, an equally important system processes cargo data as it moves through our port and through all U.S. ports. TRACS is a cargo manifesting system available to members and other participants as a tool for meeting U.S. ACE regulatory requirements, receiving CBP bill of lading status notifications, and providing cargo report tracking for statistical analysis.

Do you need an advocate?

How do laws like the Ocean Shipping Reform Act affect your business? Or CBP staffing? Or Corps of Engineers funding? Is there a way the Exchange can help share your concerns with lawmakers and other policymakers? If the maritime industry is affected, we take interest.

We can pick up the phone for you

If there is a chance your business missed out on potential revenue because no one was available to answer the phone, let the Exchange take care of that. The Maritime Exchange Answering Service is geared toward companies looking for service personalized to the maritime industry. Our services include call patching, email dispatch, and phone messages.

Stay informed

We have a full committee roster to address a multitude of matters. If there's a need, chances are the Exchange has a group to tackle it. Standing and ad hoc committees offer Exchange members a venue where dialogue with government officials, peers, and business partners is not only encouraged, but leads to real problem solving and solutions.

Information is everything

Numerous members-only publications, like our daily clips and *Federal Register* Highlights, President's Report, broadcast alerts with weather, safety, security, and policy updates, help ensure members get important news as it breaks.

Wait, there's more

Members receive reduced rates for advertising and training programs, free notary service, access to our jobs board, and compliance support . . . among numerous other services. We stand ready to add new programs to meet evolving member needs. All you have to do is ask.

If you are not a member, please visit www.maritimedelriv.com or contact us at exchange@maritimedelriv.com for more information. And if you would rather talk to a person than read a computer screen, give us a call at 215-925-2615.

We don't stop because you don't stop.

The Beacon to remain digital

In May, the Exchange canvased readers as to which format they preferred, a digital or hardcopy version of *The Beacon*. The overwhelming response was in favor of remaining digital, with over 71 percent of respondents preferring the electronic copy of the newsletter. Thank are due to those who responded to the survey.

The initial decision to migrate to the all-digital version stemmed from circumstances surrounding the COVID-19 outbreak in 2020. When the virus forced many in the industry to work remotely, paper editions sent to offices remained unread. As an environmentally conscious organization, the Exchange decided to focus on the electronic distribution not only to save paper but to continue to ensure an uninterrupted distribution to the readership.

Reader response to the change was, and remains, very positive. So for at least the time being, the Exchange will continue to provide the latest port news electronically.

Many thanks to our advertisers and readers who continue to make *The Beacon* a success.

WISTA Making Waves in 2022



On August 2, 2022, the local chapter of the Women's International Shipping & Trading Association met at the Union League in Philadelphia for its latest seminar, "The State of Women in the Maritime Industry: Taking on Hard Challenges." U.S. Coast Guard Commandant Admiral Linda L. Fagan kicked off the program and was followed by a panel, including Maritime Exchange President Lisa Himber, that discussed the challenges women face in today's maritime industry.

Mid-year ship counts in positive territory

Talking about upward movement is always gratifying, especially when it comes to ship calls.

So it is with great pleasure that the Exchange can report that Delaware River ship calls were up for the first half of 2022. The number of ships carrying goods into area ports grew by nearly 8%.

At the end of June, the six-month total was 1,192, up 35 compared to 1,157 at the same time in 2021. Import and export cargos both increased, with the usual heavy hitters maintaining the leads.

"As we close out the first half of 2022, the higher vessel total is positive news for members and the local maritime industry as a whole," said Exchange Director of Operations Paul Myhre.

Compared to the same time last year, vessels carrying import containers rose from 283 to 300, vehicle imports grew from 69 to 71, steel from 59 to 66, and minerals from 46 to 48. Petroleum products realized the most significant increase of all imports, jumping to 150 in 2021 from 123 last year.

On the export side, containers rose from 411 in 2021 to 425 in 2022, a figure that includes empties feeding global demand. Vehicles moved from 38 to 46 and minerals from 12 to 14.

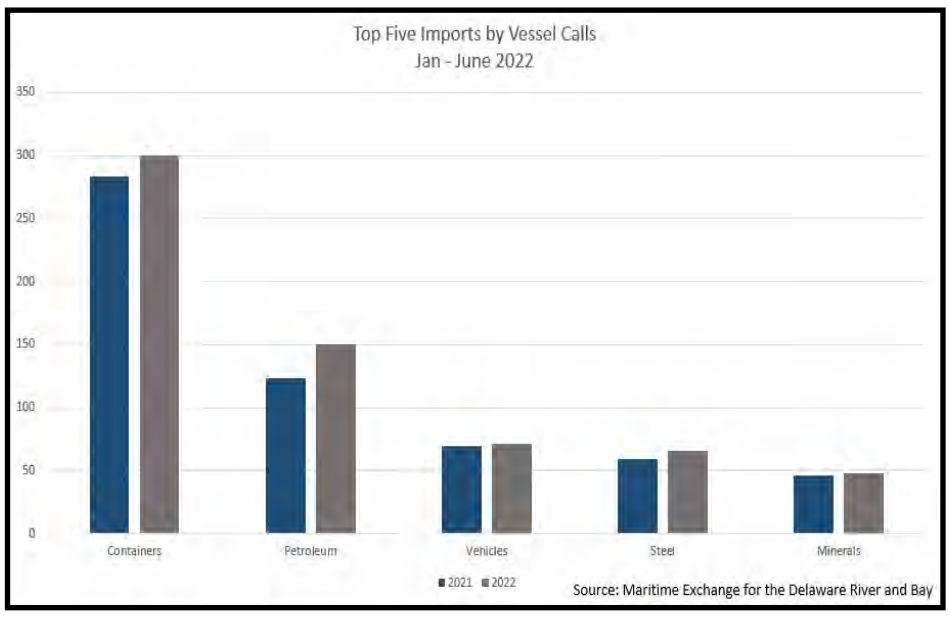
"Our activity increased slightly compared to the same period in 2021," said Michael Cureton, Port Manager at Norton Lilly International. "It's good to see port levels climb back to pre-pandemic levels."

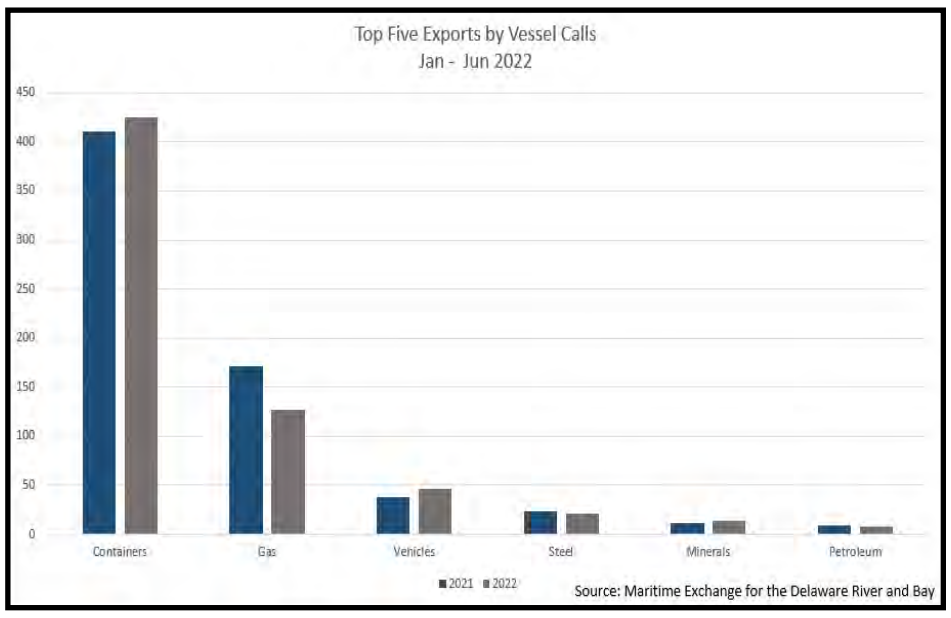
"Though there is increasing talk of recession and reports are conflicting, many economists still believe consumer confidence is high, noting especially the recent Prime Day activity as an indicator that people are still in purchasing mode despite the increased costs," said Exchange President Lisa Himber.

Opinions vary about the coming months. A colder fall and winter would continue to drive petroleum imports, currently fostered by demand for gasoline as people travel more in a post-COVID environment. Gas and oil trading will also be largely dependent on events in Ukraine.

Total ship calls to the Delaware River in 2020 were 2,195 and 2,309 in 2021. If arrival figures stay constant for the remainder of the year, 2022 will close around 2,345, just shy of the 2350 number from 2019.

Contact Paul Myhre at pmyhre@maritimedelriv.com for more Delaware River statistics.





Exchange export manifest program moving ahead

Who is ready?

Electronic submission of export manifest data is inevitable. The question is when to take the plunge.

As readers of *The Beacon* are aware, the Exchange rolled out the export manifest component of TRACS to complement the import manifest program in 2021. The software interacts with the Customs and Border Protection pilot program for export manifest submission known as Electronic Export Manifest and is part of the Automated Commercial Environment, or ACE.

Not AES

When discussing federal electronic export systems, it is important to note the distinction between the ACE export manifest and the Automated Export System. AES is the system U.S. exporters use to electronically declare their international exports, known as Electronic Export Information, to the Census Bureau. The Electronic Export Manifest does not replace the AES filing.

Why start now?

The arguments for early adoption are primarily twofold. The most compelling benefit is the opportunity to participate in the development of the new system as it evolves. "For the last few years, Customs has been programming and testing its requirements for electronic export manifests," said Maritime Exchange Director of Operations Paul Myhre. "It has always been important to the Exchange to be on the front end of new processes to ensure our system participants have a say in what happens."

The second driver for getting on board at the outset is that participants can streamline internal business processes to provide the best service to their customers.

Then there is the benefit of avoiding being a technology laggard, the last holdouts to adopt new technology. In the case of CBP filing, participation gives users a significant leg up compared to those scrambling to comply once electronic submission becomes mandatory. Anyone involved in manifesting in 2004 will recall the very real challenges of transitioning from paper to electronic import manifest filing with very little notice.

As another incentive, CBP said in April it would extend the export manifest pilot program. In June, agency officials discussed discontinuing the Document Imaging System, a process that has allowed filers to email export manifest data to CBP. "Customs is trying to spur participation in the pilot, and filers will no longer be able to submit export cargo manifest data via the DIS effective October 1, 2022," Myhre said. In short, filers using DIS must revert to paper or enter the pilot.

The down side is that participation in the pilot does not eliminate the requirement to present paper manifests, at least initially. Yet as filers demon-

continued on page 19

Atlantic Logistics Agency, Inc.

Driver Wanted

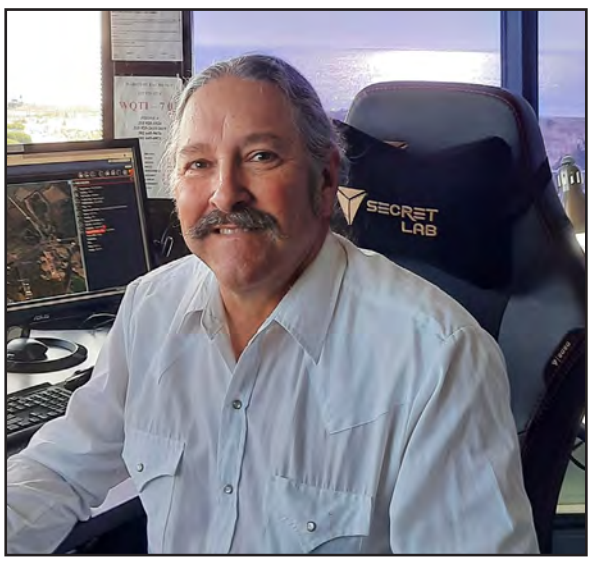
Rotating shifts. One week on-call, and one week off; driving our customer's employees within a 100 mile radius throughout DE, PA, NJ, MD using our company 6 passenger van which you keep for the week you're on shift. Paid bi-weekly. Must have a valid driver's license and a clear driving history to apply.

Please contact Fred Gordon with inquiries
(610) 357-7487



Meet Eric Clarke, again

Operations Specialist



New teammate Eric Clarke is no stranger to the maritime industry or the Delaware River.

Over the last four decades, Eric has held multiple positions in the Delaware River community and was eager to start his fifth decade with the Exchange. He began his career with the then Sun Company, working his way up the ladder in several shipboard positions, including fireman, water tender, oiler, engineman, and others to third assistant. Ultimately, he obtained his coastwise chief engineer's license and sailed with Sunoco's coastwise fleet.

His last role in the industry before joining the Exchange was with Philadelphia Energy Solutions as its marine cargomaster and marine technical adviser.

If his name is familiar, this is because Eric was the recipient of the Exchange's first Unsung Hero Award and was recognized for his dedication to the Delaware River maritime community.

Now working at the Exchange's Ship Reporting Tower in Lewes, Del., Eric brings his vast experience, knowledge, and commitment to excellence to the team.

He assists vessels transiting the river, facilitating ship movements and changes with pilots, agents, docking tugs, and numerous other stakeholders. He also functions as part of the vessel traffic information system operated by the Exchange and the Pilots' Association.

In addition, Eric supports Maritime On-Line® users navigating the TRACS® cargo manifesting and NOA/D On-Line portals.

"The Delaware Bay has been good to me," Eric said. "To be part of the ebb and flow, bringing goods and economic life to the region. It is great looking at the port through a different lens and seeing more of the internal workings of the port overall."

When not communicating with ships, Eric enjoys a wide variety of activities from large equipment operations, old tractors, the industrial revolution, molinology—the study of mills and energy—live theater, and music. He lives with his wife near the Delaware coast.

"When I look at the vast knowledge within the Exchange and the number of years on the team lineup, I know it's a good fit," Eric said.

The Exchange couldn't agree more. Be sure to read more about Eric and his award here: https://www.maritimedelriv.com/storage/app/media/Publications/Beacon/Issues/Beacon_Spring_2018.pdf.

Meet Taylor Kirk

MOL Account Manager



Taylor Kirk recently joined the Exchange crew as a MOL account manager, having come from positions in customer service.

As part of the Operations staff, Taylor works closely with members and others seeking information on port activity. She updates and disseminates vessel movement information, interacts with vessels via VHF radio, assists Maritime On-Line® TRACS® participants with cargo manifest transmissions, and helps to ensure an efficient voyage for vessels moving on the Delaware.

"The job is definitely faced paced and exciting," Taylor said. "There is a lot to learn, and I look forward to a rewarding career at the Exchange as others have had before me."

Taylor comes from a large family familiar with the industry, with several members working in the field, including her mother and two aunts. "Taylor is a conscientious, hard-working individual and is already complementing the Operations team," said the Exchange's very own Darleen Michalak, who happens to be one of those aunts.

When not at work, Taylor enjoys spending time with family and friends, boating on the Delaware River, or visiting the Jersey Shore. She also enjoys traveling. "Exploring different cultures and tasting new foods inspires me to travel as much as possible," she said.

She's also a sucker for a good Netflix binge every now and then.

Welcome aboard, Taylor!

Exchange summer housekeeping underway

Each summer, the Maritime Exchange sends a message to everyone in our database asking for updated contact information. The Exchange database is our lifeline to members and other port stakeholders, and we appreciate your taking the time to respond.

Anyone who did not receive the email request or has yet to respond should send current contact information, including prefix (Mr., Ms., etc.), name, suffix (Jr., P.E., etc.), company, job title, mailing address, phone number, cell number, email address, and web address to Donna Stargell at exchange@maritimedelriv.com.

You may also request a list of all contacts on file for your companies to update all entries at once. This will allow you to make sure all current employees are included and no former employees are still associated with your organization.

The Exchange often receives updates in real time, but some changes may not have reached us. If you have moved offices, been promoted, or changed your email address, letting us know will ensure you will continue to receive timely, accurate, and relevant updates, especially in today's ever-shifting work environment.

Thanks to all, as always, for the ongoing, strong support this port community offers the Maritime Exchange!



Notes from a newcomer on switching to a maritime career

By: Leigh Harvis, Intern
Link Martyn PLLC



So why does a person who spent the first 15 years of her career in human resources decide to move into the maritime industry?

I am a third-year student at Rutgers Law School. In my previous career, the attorneys I partnered with inspired me to take the leap and go to law school—in my thirties!—what is typically known as a "non-traditional" student. Given my background, my intention was to specialize in employment law. It wasn't until talking to students taking an admiralty law class that I considered changing that direction.

The water and I go way back. I grew up fishing and spending time at the Jersey Shore. My favorite childhood memories were catching flounder on party boats in Atlantic City and crabbing in the swampy marshes off some crowded New Jersey highway. Almost nothing gives me more pleasure than being on the water

So how to learn more about this space and determine whether it might be possible to combine what makes me happy with the legal profession?

I have no background in shipping, and Rutgers isn't known for its robust admiralty law program. Therefore, additional networking to dig into this space was in order. Part of that process was reaching out to Jessica Link Martyn, who owns Link Martyn PLLC, an on-demand maritime law practice. Over the past year, Jessica has helped me to become involved with the American Bar Association's Maritime Committee, the Maritime Law Association, the Society of Maritime Arbitrators, and the Maritime Exchange for the Delaware River and Bay.

My summer has been jam-packed with all things maritime. It was extremely humbling to have been recognized for winning the ABA's Admiralty and Maritime Law Committee Writing Competition. I even had the opportunity to travel to New York City and present my winning paper to Gard North America, a leading marine insurer. Jessica has also offered me the opportunity to intern with Link Martyn PLLC, and part of my internship experience involved spending the day with the Maritime Exchange. The team was so welcoming and so enthusiastic about the work they are doing. I even had the chance to sit in on a demo of their maritime on-line modules, one of which was like a nerve network of the Delaware River and Bay, showing real-time positioning of vessels, cargo manifests, and so much more.

What I love about this space is the diversity of the practice areas. There is no sense of missing out on employment law because that is a component of maritime law; so is criminal law, corporate law, environmental law, etc.

Unfortunately, admiralty seems to be an area of law that does not get much visibility with younger students. If more students became involved with groups like the ABA or the Maritime Exchange, they could see how exciting and complex this space can be.

I have genuinely found a legal career I love and cannot imagine practicing in another area of law. Thank you especially to Jessica for taking me under her wings.

Please take the time to respond when young people reach out with interest in you or your area of expertise. You never know how much of an impact you can make on their careers.

Other law students and young attorneys interested in maritime law should join the Exchange. I have since joined as a member and love the daily clips summaries and the *Federal Register* Highlights. It helps me feel connected to the space and have the latest and greatest intelligence on the maritime industry.

So, when asked, "Why maritime law?" I answer that I love the antiquity of this area of law—a history dating back to Ancient Egypt. I love that it combines so many other practice areas and is so incredibly diverse and complex. I love that it is international in nature. I love how exciting the cases can be. I love the people in this space. I love that I have found a way to combine my passion of the water with a career. Those are the answers to my "why."

NOAA predicts another busy hurricane season

Each year the beginning of June brings thoughts of summer fun, but for mariners on the Delaware River, it brings the start of the Atlantic hurricane season. The 2022 season officially kicked off on June 1 when Coast Guard Sector Delaware Bay set the port condition to Hurricane Seasonal Alert.

This change in port condition will be in effect until November 30 and reminds all vessels, facilities, and marinas to review contingency plans, minimum recommended precautionary measures, and preparation checklists.

"The Delaware River is vital to this region's economic success," said LCDR Andrew Kennedy, Emergency Management Force Readiness Chief at Sector Delaware Bay. "Preparing in advance helps create a resilient marine transportation system capable of swiftly recovering from storm impacts. Hurricane preparedness aids us all in this goal."

The National Oceanic and Atmospheric Administration outlook forecasts a 65% chance that the 2022 Atlantic hurricane season will be near or above a normal level. The agency anticipates between 14 and 21 named storms, with 6 to 10 hurricanes and 3 to 6 major hurricanes. An average hurricane season produces 12 named storms, of which 6 become hurricanes, and 3 of those considered major.

NOAA cannot predict how many of these storms will make landfall. "This is the time, right now, before a potential storm, to look into and learn about personal risk and risk to assets," said Ray Kruzdlo, Senior Service Hydrologist at NOAA. "It's time to be proactive. Early season preparation is key. Have a plan in place in case we have to react."

Several contributing factors point to an increase in activity. La Niña is likely to persist throughout the hurricane season, and the Atlantic Ocean and the Caribbean Sea will see warmer-than-average sea surface temperatures. In addition, weaker tropical Atlantic trade winds and an enhanced West African monsoon wind system can affect activity in the Mid-Atlantic. Warmer water can enhance tropical development and produce stronger systems.

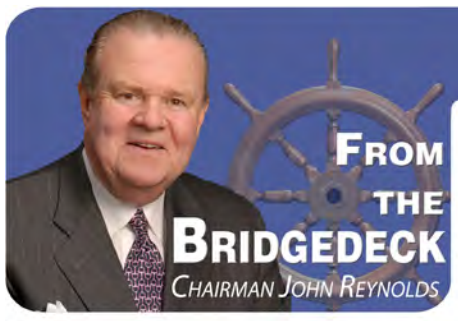
"The good news is forecasts are improving, and this year NOAA is introducing unscrewed gliders and drones into the mix. Combine this with a new version of our super-computer, and we hope to see even more accurate forecasts," Kruzdlo said.

NOAA will update the 2022 Atlantic seasonal outlook in early August. Available documents from Sector Delaware Bay include storm preparation checklists for facilities and vessels, preparedness planning for oceangoing vessels remaining in port, and precautionary measures for ships and barges.

The Maritime Exchange encourages all port stakeholders to review these documents, available at *https://www.maritimedelriv.com/gov-affairs?tab=USCG-Hurricane.* For more information, contact Paul Myhre, Director of Operations, at pmyhre@maritimedelriv.com.







Fort Mifflin: National Treasure and fine place to crack crabs

By now you have all heard that the Ports of Philadelphia Maritime Society will hold its Annual Crab Feast on Thursday, September 15, at the Fort Mifflin National Historic Landmark. I hope this article will give you some insight on the importance of this National Treasure right here in Philadelphia.

Originally constructed by the British in 1771, Fort Mifflin was in American hands by the dawn of the revolution. Initially called Fort Island Battery and also known as Mud Island Fort, the fort sits on Mud Island on the Delaware River below Philadelphia, near the Philadelphia International Airport.

Following the adoption of the Declaration of Independence, Benjamin Franklin headed a committee to provide for the defense of Philadelphia. What is now Fort Mifflin—it was renamed for Thomas Mifflin, an officer in the Continental Army and the first post-colonial Governor of Pennsylvania—on the Philadelphia side and Fort Mercer in New Jersey were seen as strategically important for Philadelphia's defense.

Fort Mifflin is the site of the greatest bombardment of the revolutionary war. The heroic defense of Mud Island was instrumental in delaying the ability of the British to re-supply its occupying army in Philadelphia.

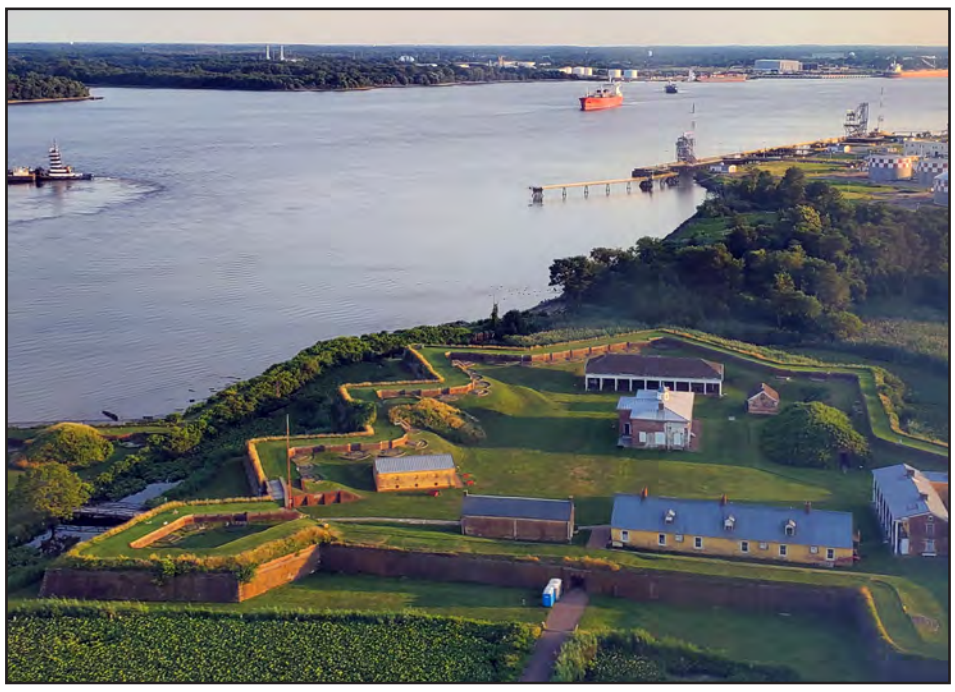
After the defeat of Washington at the Battle of Brandywine, the British took control of Philadelphia in September 1777 and then laid siege to Fort Mifflin and Fort Mercer in early October 1777. Ultimately overcome by the British bombardment, the garrison evacuated on November 15, 1777. Though the troops abandoned the fort, their stand effectively denied the British Navy free use of the Delaware River and allowed the successful repositioning of the Continental Army. And they left the flag flying. Fort Mifflin never surrendered.

Fort Mifflin would never see military action again.

The ruins of Fort Mifflin lay derelict until 1793 when rebuilding began under the first system of U.S. coastal fortifications. Reconstruction began in the late 18th century.

The fort was also garrisoned for the war of 1812.

Construction and use of Fort Mifflin by the U.S. Army would continue through the Civil War. The Union used Fort Mifflin to house both Confederate prisoners of war and civilian prisoners. By 1866, the District Engineer Office, Corps of Engineers took over the fort and intermittently repaired and modernized the facility and upgraded its armament.



Aerial view of Fort Mifflin, site of the of the 2022 PPMS annual crab feast.

Fort Mifflin was a munitions depot and homefront defense during World Wars I and II. During the Second World War, the Army stationed anti-aircraft guns at Fort Mifflin to defend the nearby Fort Mifflin Naval Ammunition Storage Depot and the Philadelphia Naval Shipyard. Sadly, by 1954 the fort fell out of use as a military post and was soon decommissioned, ranking among the oldest forts in continuous use in the country.

In 1962, the federal government deeded Fort Mifflin to the City of Philadelphia, and it was named a national historic landmark in 1970.

Today, Fort Mifflin remains an active base for the U.S. Army Corps of Engineers and is the oldest active military base in the United States.

I hope you all will come out to the Crab Feast and take in this National Treasure.



RHOADS INDUSTRIES
MARINE REPAIR SERVICES
ISO 9001-2015 CERTIFIED | ABS & MILSPEC QUALIFIED
LAYBERTH | SHIP REPAIR
SHIP BUILDING



» All Utilities
» Garbage Disposal
» Portal Crane Service
» Line Handling
» Oily Waste Removal
» Propulsion & Aux Systems Repair
» Comprehensive Hull, Mechanical & Electrical Repairs
» Graving Dock
» Crane-Served Piers
» Shipyard
» Downriver

THE NAVY YARD
PIERS 2 & 5
DRY DOCK NO. 2
24 Hour Service

FOR ALL INQUIRIES, PLEASE CONTACT:
Bill North, Director-Business Development
(484) 362-8740 | bnorth@rhoadsinc.com
Brian Yarnell, Shipyard Superintendent
(267) 575-2135 | byarnell@rhoadsinc.com
(267) 720-6300 · info@rhoadsinc.com · www.rhoadsinc.com

Delaware Bay Launch Service, Inc.
Serving the Mid-Atlantic Since 1973…



Serving the Delaware Bay & River
& up to 200nm Offshore along the East Coast
U.S.C.G Inspected Crewboats from 48' to 115'
➢ Stores, Spares & Personnel Transport
➢ Offshore STS Lightering Support
➢ Regulated Garbage Removal
➢ Dive Support Vessels
➢ Soundings
➢ Warehousing
➢ Offshore Wind O&M Transport
➢ Offshore Wind Guard Vessels
➢ Fresh Water Deliveries
➢ Dredge Support Vessels
➢ Marine Construction Support
➢ 30 Ton Shore Crane
Vessels Available for Short & Long Term Charter
Phone: 302.422.7604 Fax: 302.422.3885
VHF Ch. 09
Fast, Safe, Dependable, 24hr Service
www.delawarebaylaunch.com
Email: Info@delawarebaylaunch.com

Meet More Unsung Heros

It was such a pleasure introducing members to several unsung heroes in the spring issue of The Beacon*. What a treat it was getting to know them and the companies that employ them in support of Delaware River port operations. The Exchange is excited to bring this new program to members. This edition brings a new cohort of individuals who are laser focused on serving their customers and their employers, making our port an increasingly attractive place for current and future customers. Please join the Exchange in congratulating these outstanding individuals!*

Bob Keeney

Vessel Agent

Terminal Shipping Co., Inc. - A Division of John S. Connor, Inc.



Nearly all Maritime Exchange members have complex and challenging jobs, working to make sure goods get from Point A to Point B when they're supposed to and in good condition. Yet ship agents are in a class by themselves. Dealing with not only the vagaries of numerous government agency officials, agents are also required to tend to multiple, various, and sometimes contradictory needs of the ship, its crew, and its cargo.

That's why *The Beacon* is especially pleased to recognize Bob Keeney, an agent for Terminal Shipping, now part of John S. Connor, since 1991. He started his career in the industry with Southern Steamship and Inchcape Shipping before landing the job that would become his career—and his avocation.

Bob is the consummate professional. Working day and night, running up and down the coast, meeting the needs—and often the wants—of his customers, on call, on demand. But his start was a bit jarring.

Bob recalls an early experience boarding a ship at Kaighn's Point Anchorage to exchange documents with the captain. "Suddenly, we felt a jolt and heard a crash," he said. It was the ship crashing into the Moshulu, then docked at Broadway Terminal awaiting the upgrades that would turn it into the restaurant it is today. The bowsprit of the Moshulu had lodged into the metal railings of the cargo ship, which apparently had dragged anchor.

"What a mess! I should have taken that as a sign of what was to come and walked away right then and there. But I didn't, and some 30 years later, here I remain," Bob said.

Boarding ships at all hours of the day and night, weekends and holidays simply do not exist for agents. They file paperwork (even now), arrange for ships stores, help the crew with medical needs, choreograph pilots, berthing, docking, and inspections, and even run personal errands for the crew when asked. And this is just a small fraction of what being a vessel agent is all about on a routine day. When things go south, as in the story Bob so vividly remembers, the agent is responsible to the ship owner or operator to make sure everything is put to rights.

"For three decades Bob has met the constant demands of his job like a pro," said Terminal Shipping Co. Director Rob Herb. "He sees to the needs of our principals with graciousness and style, always going well above and beyond the call of duty to make sure each port call is as smooth, efficient, and safe as possible. Bob is a credit to the Terminal Shipping/John S. Connor team and to the port as a whole."

He is also very grateful. "It's an honor to be nominated in recognition of many years of dedication, tireless work, and attention to detail," Bob said.

No, Bob, the honor is ours.

Bravo Zulu to a genuine Unsung Hero!

Doug Miller

Terminal Superintendent

South Jersey Port Corporation



One of the first things you might notice about Doug Miller is his ready laugh and infectious sense of humor. He is clearly someone who gives 110% and takes pride in doing the best job possible, but at the same time realizes it's important not to take life too seriously.

Born and raised in Pennsauken, N.J. just a block from the Delaware, Doug says the river is in his blood. "I remember as a kid being mesmerized watching as the ships unloaded. I was always hoping to get a glimpse of my dad," he said, noting that his father was a supervisor at the port. His grandfather also worked on the waterfront loading and unloading ships.

After graduating from Pennsauken High School in 1986, Doug started working for the port in 1987 as a laborer. Today, he provides management supervision for terminal operations at all SJPC facilities, including Balzano and Broadway Terminals in Camden, the Paulsboro Marine Terminal, and the Salem Marine Terminal.

Doug believes one of the key drivers of his success is having worked his way up through the ranks. "I think hands-on experience has given me a unique insight into each player's role, responsibility, and perspective. When your workers know you have done pretty much every job at the port, that goes a long way."

Having that link with his team is important due to their shared commitment. "Our two top priorities are safety and customer service," Doug said. "We move the cargo safely and efficiently. We work in snow storms, ice, hot weather, and rain. No excuses."

"Doug is the embodiment of the South Jersey Ports' culture," said Andy Saporito, Executive Director and CEO. "Unselfish, he works hard and smart, adapts to challenges, motivates his team with respect, and is always focused on customer satisfaction and workplace safety."

The best part of his job, Doug says, is when a plan comes together. They must track each vessel well in advance of arrival, needing up-to-the-minute information on how much cargo is aboard and where it will be stored. "Most of the time that can be a real challenge, but we have a great team and it always seems to work out," he said.

And Doug is keenly aware of how much what his crew does matters. "I don't think people realize how ports fuel the economy. Every job in a global economy tracks back to ports. If we don't do our jobs, the economy crashes."

Doug has been married to his high school sweetheart, Christine, for 31 years. Together they have two daughters, Danielle and Tayler, and two granddaughters, Rose and Charlie. In his spare time, he loves the outdoors, spending time hunting and fishing.

Thank you, Doug, for all you do to make our port a great place to do business!

Micky Spayd

Ocean Operations
Advance Customs Brokers & Consulting LLC

"Success is not final; failure is not fatal; it is the courage to continue that counts."

Email taglines really say a lot about people. They help recipients get to know senders, and they can also serve as a promise of what the senders expect from themselves and what others will experience through interaction with them.

So it is not surprising that Unsung Hero Micky Spayd uses the quote above as her tagline. It speaks of a person who is dedicated, will persevere, and who will strive to overcome all challenges in order to get the job done.

And that is exactly how Advance Customs Brokers Co-Owner and Managing Member Pat Compres would characterize Micky. "[Her] dedication and curiosity have made her one of the most knowledgeable people on our team here at ACB. Her vast knowledge and experience regarding steamship carriers and industry challenges make her invaluable in problem-solving issues for our customers," Compres said.

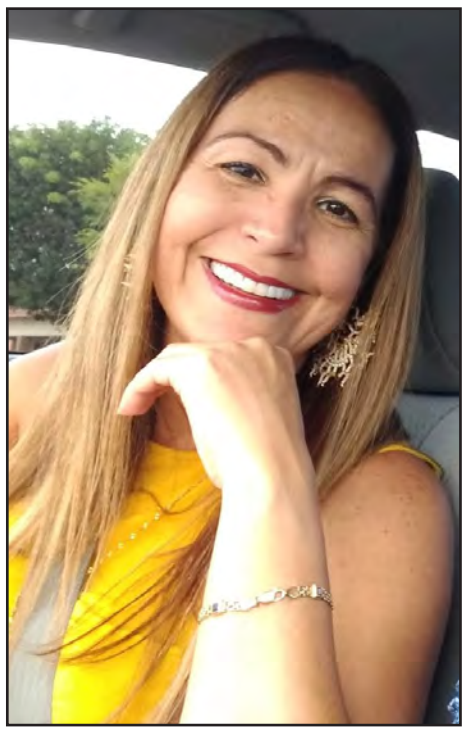
Working at Advance Customs Brokers for nearly nine years, Micky handles logistics for perishable cargos, including facilitating cargo clearance, interacting with Customs & Border Protection to effect smooth inspections, and ensuring containers are released from the terminal, dispatched, and arrive safely at the customers' doors.

"The greatest satisfaction about this job is not only bringing products to our customers' warehouses but also to public tables. I feel extremely proud when I find the products we cleared for our customers on supermarket shelves," Micky said.

Sometimes it can feel like the battle is always uphill. Micky believes that everyone involved in cargo logistics has suffered from the pandemic in one way or another. "There are not enough CBP inspectors, drivers, or people to work at the terminals," she said. "The personnel from steamship lines are still working from home, and it's sometimes impossible to get someone on the phone to resolve problems. What used to take an hour or less can now take almost a day."

Despite the hurdles, Micky rises to the challenges and is a dedicated member of the ACB team. Compres said, "The effort she puts forth daily on behalf of her customers, coworkers, and our company is both vital and admirable. She is also one of ACB's teachers in residence and, despite having her own workload, happily takes people under her wing to develop them."

In her spare time—what little she has of it—Micky likes to go for walks and spend time with her family. She also enjoys a glass of wine, and she's an avid dog lover.



Micky's bottom line? "I really love this industry and the people I deal with every day to get the final result accomplished."

So congratulations, Micky, for exemplifying the true qualities of a maritime hero!

Wind port expected to create jobs

continued from page 1

are off southern New Jersey. Slated to begin service by 2024, Ocean Wind 1 will produce 1,100 megawatts. The Ocean Wind 2 site will produce 1,148 megawatts and start generating in 2029.

Ørsted is also working on the Skipjack Wind project outside Delaware Bay. At 966 megawatts, Skipjack is projected to begin operation in 2026.

The Atlantic Shores Offshore Wind Bight, LLC and its parent company Atlantic Shores Offshore Wind, LLC have projects off the central New Jersey coast. With a total generating capacity of over 4,500 megawatts, the site is the largest single project on the Jersey coast and one of the three most extensive in the U.S. to date.

US Wind expects to begin constructing its site outside Delaware Bay in 2024. The Marwin Wind site will produce roughly 300 megawatts of clean energy starting in 2025. Future installations could expand generating capacity to 1,800 megawatts.

Purpose-built and upgraded terminals

With energy development projects underway, new infrastructure is required to meet the demands of the expanding Mid-Atlantic offshore energy sector.

In September 2021, officials at the New Jersey Economic Development Authority broke ground at the New Jersey Wind Port, located in the Lower Alloways Creek. A 200-acre purpose-built facility capable of marshaling and manufacturing, the wind port could produce 1,500 ongoing and hundreds of construction jobs during the build phases.

Ørsted and Atlantic Shores will operate at the site, with both planning to produce components at the terminal.

The wind port will not only serve local projects but other wind farms along the East Coast. It should bring in two to four inbound vessels per week. "New and expanding facilities and increased vessel traffic mean increased revenue for the region," said Exchange Director of Operations Paul Myhre.

Additional work is underway at the Paulsboro Marine Terminal, where EEW America Offshore Structures is building a monopile manufacturing facility. The buildout will be the largest offshore wind manufacturing facility in the U.S. to date and will transform a once-bustling petrochemical terminal into a significant offshore wind manufacturing hub. According to the South Jersey Port Corporation, the first phase should start producing monopoles in 2023, and when fully operational will include six manufacturing facilities, provide 500 jobs, and be capable of producing 100 monopiles a year.

South Jersey Port Corporation is working to upgrade its Salem Marine Terminal to accommodate the wind market. "The wind port is of a hub and spoke design working in partnership with the Salem Marine Terminal and the Paulsboro Marine Terminal," said Jonathan Kennedy, Managing Director of the New Jersey Economic Development Authority. "The wind port will only serve the wind industry and won't compete with existing regional terminals."

Missing pieces

While the push for clean energy is driving offshore wind development, obstacles stand in the way of the Biden administration's 2030 target.

One key challenge is a lack of support vessels to handle turbine installation. Wind turbine installation vessels are scarce worldwide, especially in the U.S. market.

Matt Shields, an offshore wind engineer from the National Renewable Energy Laboratory, noted that the existing service is insufficient to meet the administration's goal. "Early phase projects in the U.S. contracted with European vessels, which is costly. However, in the coming years, as projects increase, so will the demand, reaching emergency levels in roughly three years."

And very few ports along the East Coast can accommodate this kind of vessel due to its size and shape. Because of factors such as bridge clearance, only two East Coast ports can accommodate WTIVs, and the New Jersey Wind Port is one.

On July 14, 2022, the U.S. House of Representatives passed legislation that could kneecap the industry.

A provision in the defense authorization bill would impose nationality requirements for crew members working on offshore energy projects. Crews would have to be U.S. citizens, permanent residents, or be nationals of the country of the vessel flag.

If signed into law, the bill could delay offshore wind development as the number of trained American mariners capable of connecting turbines to the grid remains low. The bill has yet to pass the Senate.

What the future holds

"The new wind port has the potential to add 150 acres of additional manufacturing and development opportunities. Experts estimate the wind industry will bring in $109 billion in investment, and the Delaware River is poised to claim its piece of that pie," Himber said.

Job creation spurred from the industry will include several categories from skilled labor to professionals, including construction, infrastructure operations and maintenance, manufacturing and supply chain, research and development, and professional services like accounting, marketing, and legal counsel.

Add in thousands of offshore jobs and millions of dollars of annual regional economic activity, and the future is bright.

Manfredi expands cold storage capacity

Eight weeks after completing a new 100,000 square-foot cold storage warehouse and packing facility in Pedricktown, N.J., Manfredi Cold Storage & Distribution broke ground on Phase 2, a new 50,000 square-foot addition that is now fully operational, exactly one year from the grand opening.

"The response has been overwhelming," said President Frank Manfredi. The Pedricktown facility opened mid-July 2021, and shovels were in the ground in mid-September for the addition. The site encompasses 52 acres and can grow to 600,000 square feet, including a storage capacity of 30,000 pallets of low-density storage and 100,000 square feet of packing space.

"The Pedricktown site has direct access to Route 130 and is near the New Jersey Turnpike and all surrounding Delaware River ports. It can be rail served through its direct access to CSX, a Class 1 railroad," Manfredi said.

The addition concludes Phase 2 of Manfredi Cold Storage of Pedricktown, bringing the total to 150,000 square feet completed and another 450,000 square feet to go. It boasts an additional 15,000 square feet of packing space, and the balance is dock area.

Manfredi noted that the Central Plant refrigeration system can cool 300,000 square feet, "so the addition is a simple plug and cool." Facility features includes Vilter Compressors, Colmac Coils, Danfoss Refrigeration Pulse Valves, Steel King Racking, Rite Hite Dock Levelers and Bi-Parting Doors.

The construction project was designed and managed in house by the Manfredi team.



Kennett Square site also updated

Recent additions to Manfredi's Kennett Square facility bring the storage capacity to 30,000 pallets, with 40,000 square feet of packing space equipped with state-of-the-art machinery. "Both of our asset fleets continue to grow with daily service to all ports along the Delaware River as well as everyday delivery to all major cities throughout the Mid-Atlantic and Northeast," Manfredi said.

Visit https://www.manfredicold-storage.com/ for more information.

Q&A with Scott Cointot

continued from page 1

For my entire career, I have tried to build and foster relationships in the port. When stepping out on our own, these relationships have been priceless. I have always believed that if I can't provide someone with assistance, I may know someone that can help, and I plan to continue that practice.

The port has a great deal of waterfront area that is prime to further grow the marine community. I am encouraged by the new facilities that have been constructed in New Jersey. As hard as the closing of PES was on the port community, there are now even more opportunities for that waterfront area. I would like to see some of the smaller businesses have the opportunity to develop and utilize those resources and many others within the port.

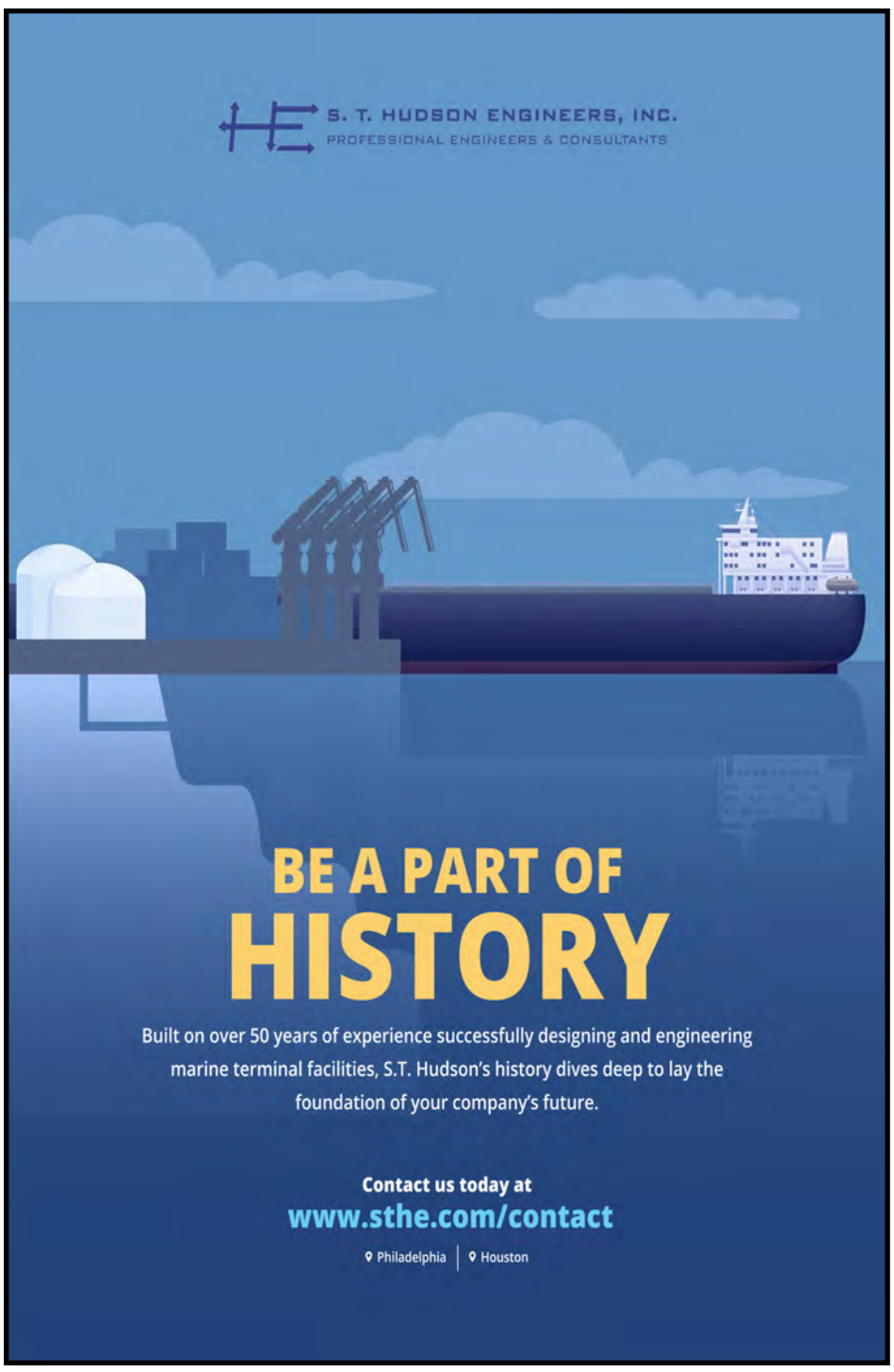
Q: Given the current economic and operating environment, what do you see as the biggest hurdles for Philadelphia Barge Company and the industry in general?

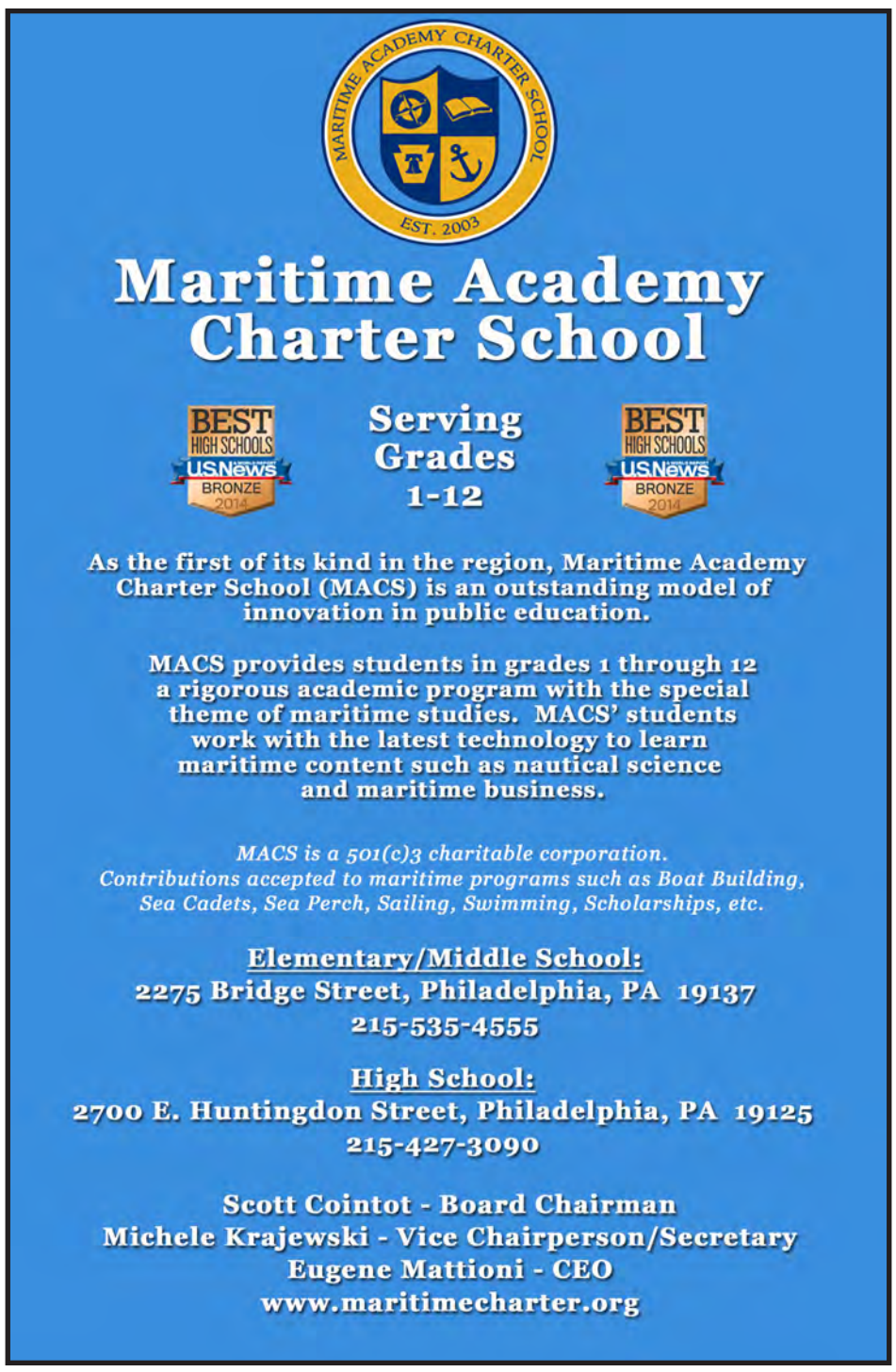
A: The hurdles that PBC has are also hurdles for the industry as a whole. These include finding qualified personnel, lack of available useable pier space, and the high cost of fuel/oil and steel. These costs have increased our overhead, and those costs have had to be passed on to our customers. As we look to build new equipment, the price of steel is ever looming and may impact our ability to produce the equipment that we have planned.

PBC is fortunate to have a talented group of employees for our current operations. As we grow, we are concerned that there won't be enough trained and qualified individuals that are interested in working in the industry. As the chairman of the board for the maritime charter school, I am continually looking for opportunities for our students interested in continuing their training and then having careers in the marine industry. This is another example of the need for relationships in the port.

Q: If you had one wish for the Delaware River port community, what would it be?

A: I would like to see the port community continue working together to expand and develop our historic port for the future of shipping. One way to achieve this would be for the port community to support creating a locally operated training facility that would benefit all the trades related to our industry. This facility would utilize all the expertise that our port partners have to offer.





Navy and Marines to celebrate 250th birthday on the Delaware River

By: Monica Hallman, Vice President
Homecoming 250 Navy Marine Corps



Philadelphia and Camden are home to two U.S. naval vessels that Homecoming 250 will showcase in 2025. The "USS New Jersey" (foreground) is berthed in Camden, N.J., and the "USS Olympia" is berthed across the river at Penn's Landing, Philadelphia, Pa.

Have you heard about Homecoming 250 Navy Marine Corps, or Homecoming 250 for short? This nonprofit organization is planning the 250th anniversary, the semiquincentennial, of the founding of the Navy and the Marine Corps, which will take place in 2025 in Philadelphia, Camden, and the Delaware River.

The celebrations will center on the beautiful World Heritage sites—Independence Hall and Congress Hall, where the Navy and Marine Corps were created—and the Delaware River waterfront, where the first Navy ships and officers were commissioned and the first fleet and amphibious operations were launched.

The 250th anniversary of the Navy's founding on October 13, 1775 will be celebrated in October 2025 by assembling, on both banks of the Delaware, historical, replica, and active-duty ships representing every major war the Navy has fought. These include the American Revolution, the War of 1812, the Civil War, the Spanish-American War, World War I, World War II, the Korean War, the Vietnam War, the Cold War, and subsequent conflicts in the Middle East.

The Delaware River is the best, and indeed the only location, for this amazing exhibition of Navy history. Philadelphia preserved the "USS Olympia," the sole surviving ship from the Spanish-American War, which also served in World War I; Camden, its New Jersey neighbor, preserved the "USS New Jersey," the only battleship to fight in World War II, Korea, Vietnam, the Cold War, and the Middle East, the most decorated Navy ship afloat. Homecoming 250 is also planning to recreate the "USS Monitor."

The assemblage of ships will be an unprecedented gathering of Navy history in one place. It will be a beautiful living history tableau, and ships will be available for tours.

The 250th anniversary of the Marine Corps' founding on November 10, 1775 will be celebrated in November 2025 by gathering ships on the Delaware with a special connection to the Marines, including amphibious and aviation vessels. We will also host the 100th Marine Corps Ball in Philadelphia, where General Lejeune held the first ball in 1925. Most importantly, we plan to celebrate the Marines' 250th at the recreated Tun Tavern, the Philadelphia waterfront tavern that was the birthplace of the Marine Corps, the National Guard, and the Freemasons, and where Washington, Adams, and Franklin made history. The operating, charitable tavern will be a mecca for Marines and others for decades to come, adding to the historic fabric of our nation's birthplace.

Our "Launching the Semiquincentennial" plan has generated great enthusiasm in the Navy, the Marine Corps, the semiquincentennial organizations, the Delaware Valley, and beyond. It has been endorsed by all fourteen living Secretaries of the Navy, the entire congressional delegations of Pennsylvania, New Jersey, and Delaware, the legislatures of those states, the governors of Pennsylvania and New Jersey, the mayors and councils of Philadelphia and Camden, and America 250, which has made us one of its first National Partnership Programs. Additionally, Homecoming 250 has garnered support from many veterans organizations and the Navy League of the United States.

Some of our official partners in this effort include the Battleship New Jersey, Independence Seaport Museum, Flagship Niagara League, Tall Ship Providence Foundation, America 250, America250PA, and Revolution NJ.

These impressive 250th celebrations in October and November 2025 will provide exciting opening events for the semiquincentennial. They will shine an early national spotlight on the Delaware Valley where the Navy, Marine Corps, and the nation were born and honor their veterans and their 250-year history in the most densely populated area of the country, attracting residents, tourists, veterans, history lovers, and grateful Americans.

For more information, check our website at www.homecoming250.org and contact us at info@homecoming250.org.



COMMERCE
Construction Corporation
FULL-SERVICE CONSTRUCTION DIVING
• Marine Construction
• Structural & Protective Pier Cell Encasements
• Pile Jacket Systems
• Outfall / Intake Maintenance
• Salvage / Demolition
• Underwater Welding
• Emergency Service
ADCI & IMCA SAFETY COMPLIANT
SAFE WORK
QUICK RESPONSE
EXPERT SERVICE
Serving the Delaware River & Bay, Northern New Jersey & New York Regions
Commerce Construction Corp.
603 Heron Drive, P.O. Box 662
Bridgeport, NJ 08014
856.241.0300
Eric Czechowski - Diving Manager
ecc@commerceconstruction.com
609.352.8820
commerceconstruction.com

Fagan takes the helm at Coast Guard



Admiral Linda L. Fagan assumed the duties as the 27th Commandant of the U.S. Coast Guard on June 1, 2022. She oversees all global Coast Guard operations and 42,000 active-duty, 7,000 reserve, and 8,700 civilian personnel as well as the support of 21,000 Coast Guard Auxiliary volunteers.

Admiral Fagan previously served as Vice Commandant. Prior flag assignments include Commander, Pacific Area and Commander, Coast Guard Defense Force West; Deputy Commandant for Operations, Policy, and Capability; Commander, First Coast Guard District; and a joint assignment as Deputy Director of Operations for Headquarters, United States Northern Command.

Admiral Fagan has served on all seven continents, from the snows of Ross Island, Antarctica to the heart of Africa, from Tokyo to Geneva, and in many ports along the way. Operational tours include Commander, Sector New York, more than 15 years as a Marine Inspector, and sea duty in USCGC POLAR STAR, a 399-foot heavy polar icebreaker. Staff assignments include Executive Assistant to the Commandant and Vice Commandant and Division Chief of the Foreign and Offshore Compliance Office.

Possessing extensive interagency and intergovernmental experience, Admiral Fagan has worked with the International Maritime Organization and International Labor Organization on flag state and port state issues. This work includes the development of the International Ship and Port Security Code and the Consolidated Maritime Labor Convention.

Admiral Fagan earned a bachelor's degree in Marine Science degree from the U.S. Coast Guard Academy, a master's in Marine Affairs from the University of Washington, and a master's in National Resource Strategy from the Industrial College of the Armed Forces. Receiving numerous personal and team awards during her 37 years of Coast Guard service, Admiral Fagan is the longest-serving active duty Marine Safety Officer and holds the distinction of being the Coast Guard's first-ever Gold Ancient Trident.

The Delaware River port community was thrilled to have the opportunity to meet Admiral Fagan on August 2 when she spoke at the local WISTA Chapter event and headlined the Coast Guard birthday celebration at the Union League.

PALMER
Attorneys at Law
MARITIME LAW
PALMER BIEZUP & HENDERSON LLP
Handling cases in the US and Internationally
pbh.com
Specializing in
Protection and Indemnity (P&I) | Maritime Casualties and Litigation
Marine Oil Pollution Preparation and Response | Marine Insurance Claims and Coverage Disputes
Commercial and Trade Disputes | Vessel Arrests and Attachments
Pennsylvania
190 N. Independence Mall West
Suite 401
Philadelphia, PA 19106
Tel: 215.625.9900
New Jersey
330 Market Street
Camden, NJ 08102
Tel: 856.428.7717
New York
140 Broadway, 46th Floor
PMB 46030
New York, NY 10005
Tel: 212.406.1855
Delaware
1223 Foulk Road
Wilmington, DE 19803
Tel: 302.594.0895
Maryland
222 Prince George Street
Suite 114
Annapolis, MD 21401
Tel: 410.267.0010

Davidson appointed Deputy Administrator of PPQ



Dr. Mark Davidson was appointed Deputy Administrator for Plant Protection and Quarantine (PPQ) in May 2022 after acting in the position since January 2022. In this position, he leads and directs a nationally dispersed staff that safeguards U.S. agriculture and natural resources against the entry, establishment, and spread of economically and environmentally significant pests and diseases and facilitates the safe global trade of agricultural products.

Before becoming PPQ's Deputy Administrator, Dr. Davidson served as an APHIS (Animal and Plant Health Inspection Service) Associate Administrator since August 2019. There, he worked in partnership with the administrator to carry out the agency's day-to-day operations, represented APHIS on department-level and cross-agency working groups, and oversaw the activities of every APHIS program area and support unit on behalf of employees and stakeholders.

From February 2018 to August 2019, Dr. Davidson was Deputy Administrator for Marketing and Regulatory Programs Business Services, where he provided human resource, financial, and acquisition and asset management. He was also responsible for support services, such as information technology, emergency management, safety, security, and investigative services to APHIS and the Agricultural Marketing Service.

Dr. Davidson spent two years with USDA's Food Safety and Inspection Service before joining APHIS in 1998. He then spent 19 years with Veterinary Services in various positions. From November 2013 to February 2018, Dr. Davidson was VS' Associate Deputy Administrator, where he provided planning, policy, program, and regulatory oversight and implementation for National Import Export Services activities focusing on safeguarding U.S. animal health and facilitating trade in animals and animal products.

Dr. Davidson received his D.V.M. and master's in Veterinary Pathology from Auburn University and his bachelor's degree in Agriculture from Western Kentucky University.

Rear Admiral Ann C. Phillips heads MARAD



In a ceremony on May 16, 2022, Rear Admiral Ann C. Phillips, U.S. Navy (Ret.) was sworn in as the Administrator of the U.S. Maritime Administration. In this role, she advises and assists the Secretary of Transportation on commercial maritime matters, such as goods movement, supply chain, the U.S. maritime industry, environment and compliance, ports and waterways infrastructure, and strategic sealift. She engages public and private stakeholders in the maritime industry and oversees the U.S Merchant Marine Academy.

Admiral Phillips also oversees MARAD's programs to improve and modernize the nation's maritime network by administering the unprecedented investment in ports and waterways made possible by the bipartisan infrastructure law, including $2.25 billion to be awarded over the next five years through the Port Infrastructure Development Program and $25 million for the America's Marine Highway Program.

Prior to this appointment, she served as the first Special Assistant to the Governor of Virginia for Coastal Adaptation and Protection, where she built a collaborative, whole-of-government and community approach to address the impact of coastal flooding across the Commonwealth, including development of Virginia's first Coastal Resilience Master Plan. In particular, she coordinated across federal, state, local, and other partners to create equitable strategies to address rising waters and climate impact to federal, maritime, and other critical coastal infrastructure assets in Virginia.

Admiral Phillips served nearly 31 years as a surface warfare officer. Her final tour of duty, as Commander, Expeditionary Strike Group TWO, included the direct oversight of 14 ships and 10 subordinate commands—all the Amphibious Expeditionary Forces on the U.S. East Coast. She also served on the Chief of Naval Operations' staff as Deputy Director and then Director of the Surface Warfare Division. Prior to those positions, she had the honor to commission and command the USS MUSTIN (DDG 89) and to command Destroyer Squadron 28.

She earned a master's degree in Business Administration, with distinction, from the College of William & Mary Raymond A. Mason School of Business in 2016. She holds a B.A. from the University of North Carolina at Chapel Hill.

Changes at the Maritime Exchange

continued from page 1

At the same time, we welcomed some new members to the crew. You will meet Taylor Kirk and Eric Clarke (whom many of you know already) in this issue of *The Beacon.* Coast Guard LT Kelly Steele came aboard in early July for industry training and will be with us through October. Robert Wurtenberg started in mid-July, and you will get to meet him in the next issue.

Finally, we are creating new support positions in IT and Accounting, which we hope to fill in the near future.

Just like out in the world, things at the Exchange are starting to fall into a new normal pattern.

But one thing that will never change is our commitment to superior service to members. Please drop us a line to let us know how we are doing.

REEVES McEWING
LLP

ATTORNEYS-AT-LAW
PROCTORS-IN-ADMIRALTY

MARITIME LITIGATION
PORT OPERATIONS
LOGISTICS
COMMERCIAL LITIGATION
BUSINESS AND MARITIME TRANSACTIONS
MARINE LICENSE DEFENSE
REGULATORY COMPLIANCE

~PROFESSIONAL REPRESENTATION~
~PERSONAL SERVICE~

1004 S. FRONT ST.
PHILA., PA 19147
Tele: 267.324.3773

10 ANDREWS LANE
DORCHESTER, NJ 08316
Tele: 609.846.4717

AFTER HOURS

Lisa Reeves 267.257.8225 (Philadelphia)
Brian McEwing 609.846.4717 (New Jersey)
Anthony Sabitsky 856.340.9018 (Philadelphia)

www.lawofsea.com

DRS

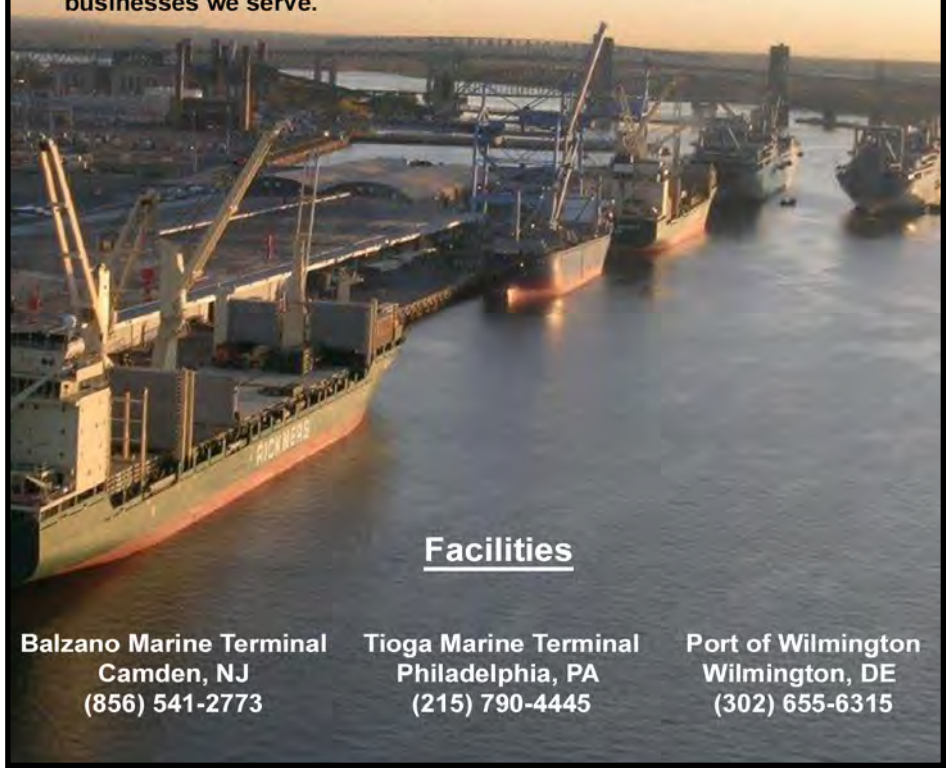
DELAWARE RIVER STEVEDORES, INC.
Corporate Offices
441 North 5th Street, Suite 210
Philadelphia, PA 19123
215-440-4100
www.d-r-s.com

Delaware River Stevedores has been providing stevedoring and terminal services in Philadelphia, Camden, and Wilmington since 1987. With over three million tons of cargo annually, we are one of the premier Stevedore/Terminal Operators on the Delaware River.

In utilizing specialized gear, handling equipment and the latest technology to provide efficient and damage free cargo services, we remain leaders in today's marketplace.

Together with the ports it services, Delaware River Stevedores plans each operation and anticipates potential problems to avoid any cargo damage or delays.

Our mission is to exceed the high expectations of the people and businesses we serve.



Facilities

Balzano Marine Terminal
Camden, NJ
(856) 541-2773

Tioga Marine Terminal
Philadelphia, PA
(215) 790-4445

Port of Wilmington
Wilmington, DE
(302) 655-6315

"Global maritime transportation systems are evolving rapidly as technology & advanced analytics drive innovation & challenge existing approaches to risk management. The art of the possible is changing. We must change with it."
ADM Thad Allen (23rd Commandant U.S.C.G., Senior Advisor HudsonAnalytix)

Optimize.
Leading Edge Maritime Risk Management

HudsonAnalytix
Complexity Made Simple™
1800 Chapel Ave West, Suite 360
Cherry Hill, NJ 08002 USA

Environmental HudsonMarine
Cyber Security HudsonCyber
Security HudsonTrident
Consequence Management HudsonTactix
Software HudsonSystems
Training HudsonDynamix

Partners
CIP Inter-American Committee on Ports
DNV·GL
AON Empower Results®
NTEL·X Insight to Action

tel: +1.856.342.7500
www.hudsonanalytix.com

In Memoriam

Raija Jefferson



It is with a heavy heart that we report the passing of Raija Jefferson on June 8, 2022. Raija was a Customer Service Representative in the Import/Export Division of Inchcape Shipping Services of Camden, N.J. She worked for over 20 years with her closest co-workers, Barbara Gentile and Erin Benson, who sorely miss her.

In addition to her normal activities, Raija was instrumental to helping the Exchange develop and improve its TRACS cargo manifesting system. She was always ready and willing to provide guidance in numerous ways, and she helped the Exchange staff determine how programs should operate, the user interface, and security rules. She also assisted staff with system testing whenever the Exchange needed a helping hand.

Raija enjoyed knitting, crocheting, and building puzzles. She especially valued spending time with her family from Finland and spoke often of them. She loved traveling to visit her nieces, nephews, their children, and husband KC's family whenever possible. Family and friends were the most important things in her life.

Raija will be sadly missed by her Inchcape family, the Exchange, her husband Kimberly Charles Jefferson (KC), and her extended network of family and friends.

DRYDEN DIVING

DRYDEN DIVING CO., INC.

213 RUSSELL MILL ROAD
WOOLWICH TWP., NJ 08085

● Ship Husbandry ● Marine Construction
● Marine Surveys ● Vessels of Convenience
● Marine Structure Inspection & Repair
● AWS D3.6 M:2017 Certified Underwater Welding Procedures and Diver/Welders

PHONE 856-467-1385 FAX 856-467-5771

drydiv@hotmail.com
www.drydendiving.com

★ **Divers on call 24 hours a day**
★ **ABS, Lloyds, & DNV Approved**

Members of:

MARITIME EXCHANGE for the Delaware River and Bay · ACCNJ · ADC INTERNATIONAL · AWS American Welding Society SUPPORTING COMPANY MEMBER · GCA

Serving Delaware River Ports Since 1979

In Memoriam

Jeff Culbertson

By: John Brennan, President/CEO
PSA Penn Terminals



The Exchange is extremely saddened to share news of the passing of Jeff Culbertson on May 12, 2022. Jeff was a long-time employee at PSA Penn Terminals and a valued colleague and friend to many Exchange staff and members. The following is courtesy of John Brennan, President of PSA Penn Terminals.

Jeff began working in the maritime industry in his native Florida in the 1970s. During his career in Florida, he was a vessel agent, stevedore on breakbulk and cruise vessels, and even a member of the local port authority. Through hard work, a container line appointed him country head in the Caribbean. It was that container line that later brought him to the northeast, when said line began calling the Delaware River.

In 1998, Jeff shifted to Penn Terminals. During his 24-year tenure, he rose through the ranks, eventually becoming Chief Commercial Officer. Jeff helped shepherd the company through two ownership changes, all while maintaining/growing its customer base.

Jeff's friendly and affable nature made him instantly likeable by nearly everyone he met. During Jeff's 40+-year career in the maritime field, he made contacts all over the world, and he never forgot one. Wherever we were travelling in the world, if we found ourselves with some downtime between engagements and wondered what to do, Jeff would invariably say, "I know a guy who lives near here," and we'd be treated to the inside scoop on where the best restaurant in town was, no matter how off the beaten path it was.

On the personal side, Jeff lived a good life. His passions were good food (he was a budding chef in his own right), good wine, and travel. For the travel, it took three flavors, international travel, and closer to home cycling and motorcycling.

During his celebration of life ceremony, his younger brother told a typical Jeff story. When Jeff's brother got his scuba diving license, Jeff took him diving off the beach in Ft. Lauderdale in search of lobsters. Jeff, as a local beach guy, knew just where to get them. At first light, they walked into the ocean directly from the beach. They swam for an hour or two collecting a full load of lobsters and returned to the now-populated beach filled with tourists. The tourists were stunned to see these two fellows swimming ashore in their scuba gear, not having been there when they went in. Jeff turned to his brother and yelled, "America! We finally made it!" leaving the beachgoers shocked at what they were seeing. He and his brother, ear-to-ear smiles on their faces, took their haul of lobsters back home for a feast.

That was Jeff.

The Exchange board and staff extend our deepest condolences to Jeff's family, his co-workers at PSA Penn Terminals, and his legion of friends within the Delaware River port community.

GENERAL MARINE REFRIGERATION CORP.

24 Hour Service

Service, Equipment/Parts Sales, Engineering

ANY SHIP ANY WHERE

W. F. ANDERSON
6834 Camden Avenue
P.O. Box 142
Pennsauken, NJ 08110
Phone: 856-488-8300
Fax: 856-488-8377
e-mail: mail@generalmarine.org
www.generalmarine.org

ANY SHIP ANYWHERE

Air Conditioning Cargo Holds Containers Refrigeration
Ship Stores Water Coolers

CARRIER ● CARRIER TRANSICOLD ● YORK
Authorized Dealer

In Memoriam

Ralph Arizini, Jr.

The Maritime Exchange is saddened to report the loss of Ralph Arizini, Jr. who passed away peacefully on June 24, 2022, his wife, Lois, by his side. Ralph was 93 years old and survived by his children, grandchildren, and great-grandchildren.

Many in the port community knew Ralph from his 35-year career at Independent Pier Company, from which he retired as treasurer, and where he met many life-long colleagues and friends.

Ralph graduated from Haverford High School in 1946 and continued his education at St. Joseph's College, majoring in accounting. He served his country in the U.S. Army as part of the occupational forces in World War II. Upon discharge, Ralph worked for accounting firm Ernst & Ernst for a brief time before beginning his career at Independent Pier Company.

Ralph loved to golf and was a member of the Atlantic City Country Club for several decades before moving to Springfield, Pa. and joining the Rolling Green Country Club. He was also a diehard Philadelphia sports fan, especially the Eagles and the Phillies. He enjoyed family vacations at the Jersey shore and annual trips to Florida.

Please join the Maritime Exchange in extending sincere condolences to Ralph's family and many friends.

MATTIONI, LTD.
COUNSELORS AT LAW

Global Perspective
Practical Solutions
Personal Service

Providing Legal Services to the Maritime and Business Communities

MATTIONI, LTD.

Pennsylvania
100 North Independence Mall West
Suite 5A NW
Philadelphia, PA 19106
Tel: 215-629-1600
Fax: 215-923-2227

New Jersey
1316 Kings Highway
Swedesboro, NJ 08085-1615
Tel: 856-241-9779
Fax: 856-241-9989

After Hours/Cell Phones

Stephen J. Galati (609) 670-1192
Eugene Mattioni (215) 850-8298
John Mattioni (215) 850-0498

firmmail@mattioni.com www.mattioni.com

Slootmaker Marine Equipment (SME) Inc.

Automation + Controls • Marine Electrical Services
Marine Equipment • Technical Services

Local - Regional - Global for Your Vessels

P.O. Box 206, Swarthmore, PA 19081 USA
24h Tel +1 267 984 7247 peter@slootmaker.net www.slootmaker.net



Velocity
Proximity
Flexibility

Faster, closer and more accomodating.

The Port of Philadelphia is surrounded by over 400 distribution centers with no congestion at the terminals. We'll get you through and to your destination faster. And we'll partner with you to create better supply chain solutions. **Stress less, Ship Philly First.**

PhilaPort
THE PORT OF PHILADELPHIA
www.philaport.com

PhilaPort announces new Asia service

Wan Hai Lines Ltd. directly connects Philadelphia with Vietnam, China, and Taiwan

A new, direct, all-water container service with Asia will commence calling PhilaPort's Packer Avenue Marine Terminal this month. Wan Hai Lines Ltd. has announced its AA9 (Asia America 9) service departed Asia on July 8 destined for the Port of Philadelphia. This weekly service calls Haiphong, Vietnam; Shekou and Qingdao, China; and Kaohsiung, Taiwan.

Wan Hai said that the new call at the Port of Philadelphia "will provide clients with more service options. It will also strengthen Wan Hai Lines' current services to better serve customers' needs."

"Because [Packer Avenue Terminal] does such a great job, we are really looking forward to having a Philly call for an Asian service," said Christopher Dillon, President of the World Trade Association of Philadelphia. Dillon emphasized the immense potential for the new service, especially given congestion issues at other ports.

"PhilaPort and the entire Philadelphia Port community are extremely excited about this new service," said Jeff Theobald, Executive Director and CEO of PhilaPort. "Wan Hai, with this new call, rounds out our portfolio of direct ocean carrier services. We now have direct service with the entire world."

The future of PhilaPort

PhilaPort recently shared its vision for the port's future capital needs, which identifies over $3.5 billion in capital investments needed to ensure PhilaPort's continued growth and competitiveness among neighboring East Coast ports. PhilaPort is one of the fastest growing container ports in the U.S.



The vision includes many port improvements spanning an expansive footprint that is the Port of Philadelphia—from Packer Avenue Marine Terminal in South Philadelphia to the Tioga Marine Terminal, the port's northernmost terminal.

See the PhilaPort vision for the future of the Port of Philadelphia at https://www.philaport.com/vision/.

Full steam ahead for Maritime Society crab feast and golf

"It is a distinct pleasure to report that our Annual Crab Feast will take place on Thursday, September 15," said Ports of Philadelphia Maritime Society President Nathan Hauser. "The Crab Feast is like the company picnic for the entire port community, and the Society is grateful to be able to serve as its host."

In an exciting new development, the National Historic Landmark Fort Mifflin will be the backdrop for this can't-miss event.

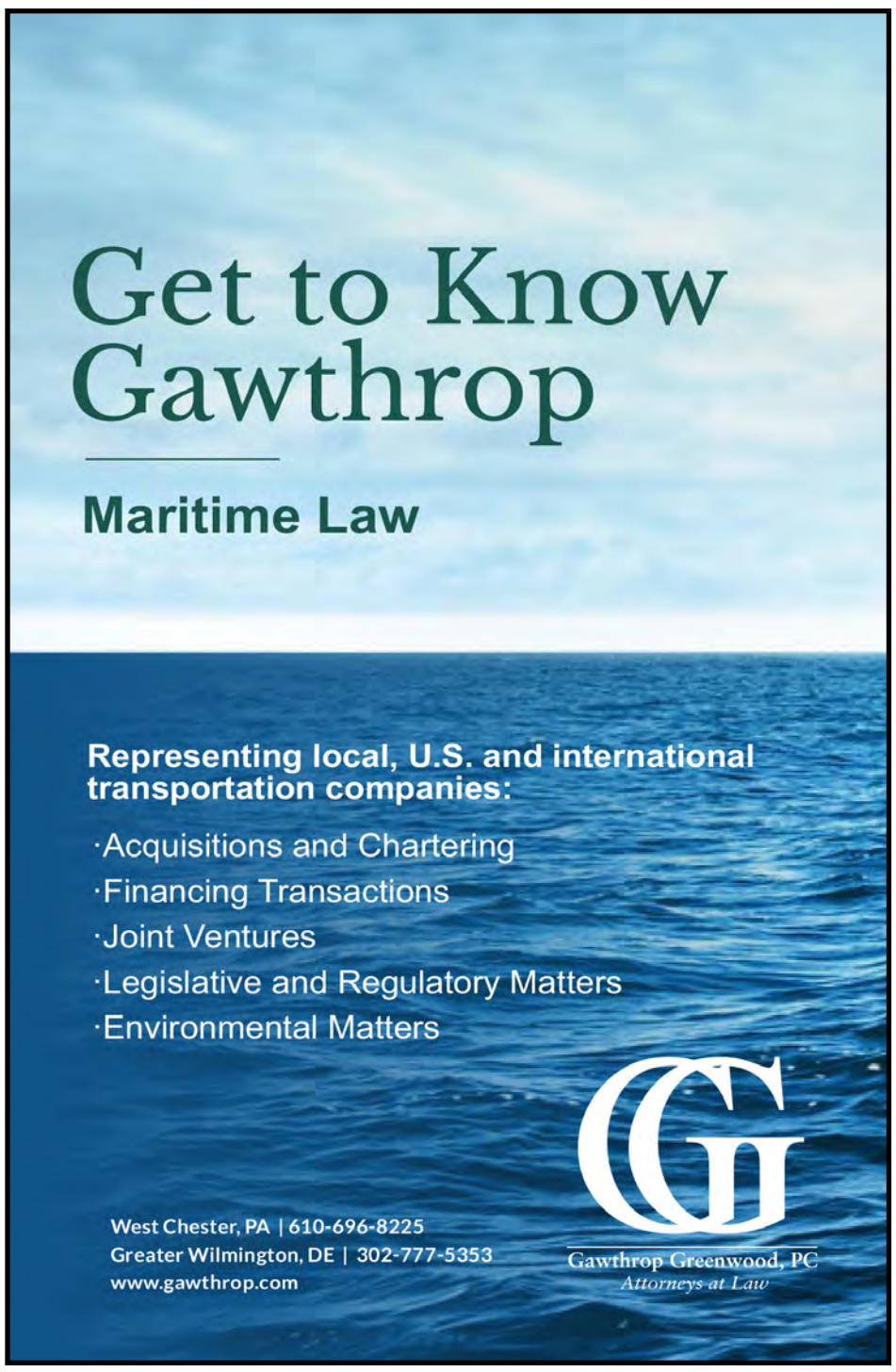
As usual, the Russ Larsen Memorial Golf Outing will kick off the day at the Springfield Country Club.

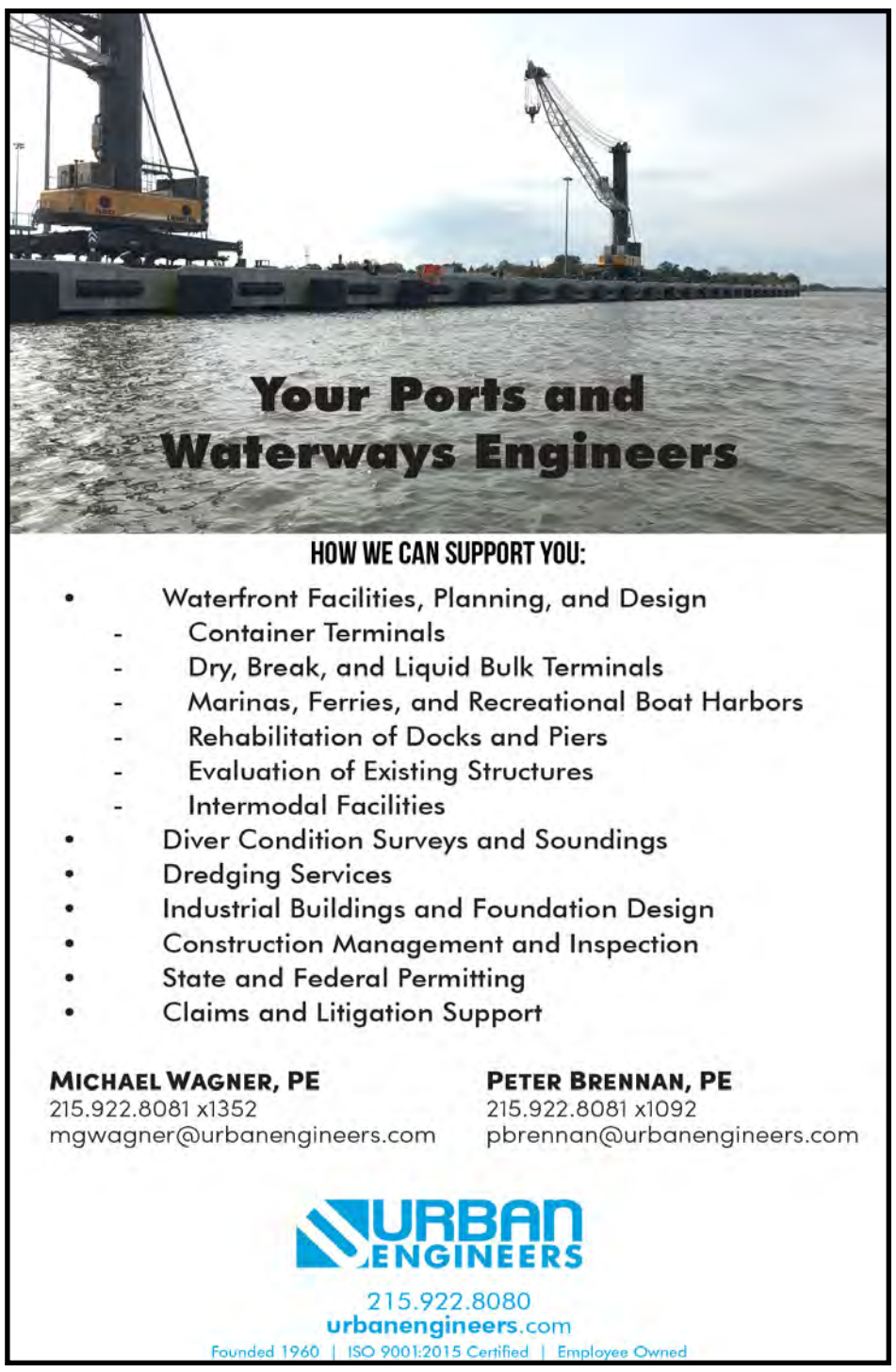
After enjoying succulent crabs, refreshing beverages, and spirited camaraderie with associates, feel free to explore the site, either alone or through a guided tour. Visit and cool off in the air-conditioned soldiers' barracks. Take a walk on the spooky side and explore the casemates near the base of the flagpole—this area was prison quarters during the Civil War and is one of Fort Mifflin's paranormal "hot spots." According to some students of the subject, Fort Mifflin is one of the most haunted sites in the nation.

Guests can access the top of the wall and enjoy sweeping views of the Delaware River. Interpretive signs adjacent to most buildings help tell of the fort's three-century history. Guides in period attire are eager to answer any questions about Fort Mifflin's history and hauntings.

Fort Mifflin is located at 6400 Hog Island Road, near the Philadelphia International Airport. Gates to the Crab Feast open at 12 noon. The golf outing will begin at 8:00 a.m. with a shotgun start.

Visit http://www.portsofphilamaritimesociety.com/ for more information.





Need after-hours CBP inspections services? Here's how

By: Steve Sapp, Public Affairs Officer - Mid-Atlantic Region
U.S. Customs and Border Protection

U.S. Customs and Border Protection's Area Port of Philadelphia greatly appreciates the relationships we enjoy with our Delaware Valley maritime trade partners. We celebrate our collective successes, such as recent policy changes and process improvements that have helped increase your business opportunities. We take extraordinary pride in being responsive to your needs.

Unfortunately, our operating costs limit our responsiveness, and we can provide our inspectional services only during routine business hours. If your business is regulated by CBP authority, you likely know how difficult it is to get CBP officers and agriculture specialists to clear your imports when weather or other circumstances delay vessel arrivals until "zero-dark-30."

We do appreciate what those shipments mean to you and to our nation's economy, and so CBP offers an option that allows you to request CBP services outside of routine business hours. It is called CBP's Reimbursable Services Program.

Authorized by Section 481 of the Homeland Security Act of 2002, the Reimbursable Services Program enables partnerships between CBP and private sector or government entities and allows CBP to provide new or enhanced inspection services upon the request of stakeholders. These services can include customs, immigration, agricultural processing, border security, and support at any facility where CBP provides or will provide services and may cover costs such as salaries, benefits, overtime expenses, administration, and transportation.

As a reminder, CBP services include immigration processing of arriving and departing crew and passengers, inbound and outbound customs and agricultural inspections, and border security. And we can provide those additional services at any facility where CBP provides or will provide service.

Since the Reimbursable Services Program began in 2013, CBP has expanded it to include 292 stakeholders nationwide. The program has provided more than 1.1 million additional processing hours at the request of CBP's partners—accounting for the processing of more than 16.3 million travelers and more than 2.1 million personal and commercial vehicles.

Locally, the Reimbursable Services Program has provided over 48,000 additional inspection hours of service at Philadelphia and Wilmington, Del., seaport facilities since the program's inception. These services have accounted for over 17,500 additional agricultural inspections and over 71,000 additional container cargo inspections.

Joseph Martella, CBP's Area Port Director in Philadelphia highlights that the Reimbursable Services Program supports CBP's ability to help facilitate the ever-growing volume of global trade through our nation's ports while also supporting CBP's critical trade enforcement and border security missions that protect our businesses and consumers and help to keep our communities safe.

"Reimbursable services agreements have been proven to be innovative, public-private partnerships that deliver economic and security benefits to local businesses and communities," Martella said. "We believe this partnership is another mechanism that provides businesses an opportunity to meet their strategic and economic development goals and is an opportunity worth exploring."

To request participation in this program, please refer to the application guidance section of the Reimbursable Services Program's webpage. You may view answers to additional questions at our RSP FAQs webpage.

If you are an existing RSP partner, CBP thanks you for your continued participation, and we remind you that now is a great time to review the statues, regulations, and procedures governing your agreement.

CBP's local RSP experts are Chief CBP Officer Timothy Walinskas at timothy.walinskas@cbp.dhs.gov or Chief CBP Officer Sean Butler at sean.c.butler@cbp.dhs.gov. Please reach out to them for advice and assistance in submitting a voluntary letter of application to the Reimbursable Services Program at the Area Port of Philadelphia.





GT USA Wilmington welcomes Acme-Hardesty

GT USA Wilmington, which operates the Port of Wilmington, recently welcomed the "M/V Porthos," a general cargo ship built in 2011, carrying glycerin from Malaysia for the Acme-Hardesty company to the Port of Wilmington, Delaware.

A new customer to the port, Acme-Hardesty began operations more than 80 years ago, as a division of Jacob Stern and Sons. Today, the company is one of the largest distributors of castor oils and derivatives, palm derivatives, preservatives and surfactants, renewable palm-based glycerin, fatty acids, and fatty alcohols.

The shipment of glycerin offloaded in Wilmington is utilized in manufacturing many products, such as hand sanitizers, personal care, cosmetics, and cleaning products.

Acme-Hardesty representatives Matt Hoyle, Supply Chain Director, Aurelio Castilla, Manager of International Operations, and Caren Dres-Hajeski, Vice President of Personal Care and Marketing were on hand to view operations on day one.

Shipping "outside the box"

The cargo had previously been shipped in containers, but due to continued challenges caused by the global container shortage, Acme-Hardesty thought "outside the box" and transitioned to a bulk method of shipping to eliminate any delay in supplying customers.

"By working with our terminal partner, GT USA, and our Delaware warehouse partner, Sardo and Sons, Acme-Hardesty Supply Chain has taken the next step in achieving our strategy of reliable sustainable freight," Hoyle said. "We have collaborated with our partners to establish a new stream of freight for Acme-Hardesty imports utilizing breakbulk vessels. These open-hull ships provide Acme-Hardesty the ability to bring in large shipments of our most important products without the impact of the global container restraints. Partners like GT USA and Sardo and Sons have been incredible full-service partners who have shown to work seamlessly with Acme-Hardesty to be successful in our entry into breakbulk. We look forward to many more shipments with these vessels as they will continue to play an important role in our overall supply chain network."

Joe Cruise, CEO of GT USA Wilmington said, "We are delighted to welcome Acme-Hardesty to the Port of Wilmington and to be able to host the team to personally see these operations firsthand. We are very pleased that they were able to witness the amazing work by our union partners in unloading this cargo in a safe and timely manner."



The "M/V Porthos," carrying a shipment of glycerin, was at the Port of Wilmington from June 21 through June 24, 2022. Operations went safely and efficiently, with the product moved very quickly to its final destination.

COMMERCE

Construction Corporation

603 Heron Drive
P.O. Box 662
Bridgeport, NJ 08014



- Marine Construction
- Terminal Facilities
- Refineries
- Marine Lift Services
- Foundations and Piling
- Construction Diving
- Underwater Burning/Welding
- Outfall and Intake Lines

Visit our website for a full list of our services and recent projects.

commerceconstruction.com
Phone: 856-241-0300
Fax: 856-241-2460

Emergency Service
609-352-3679 - 609-352-1299 - 856-491-1424

RTJ&G

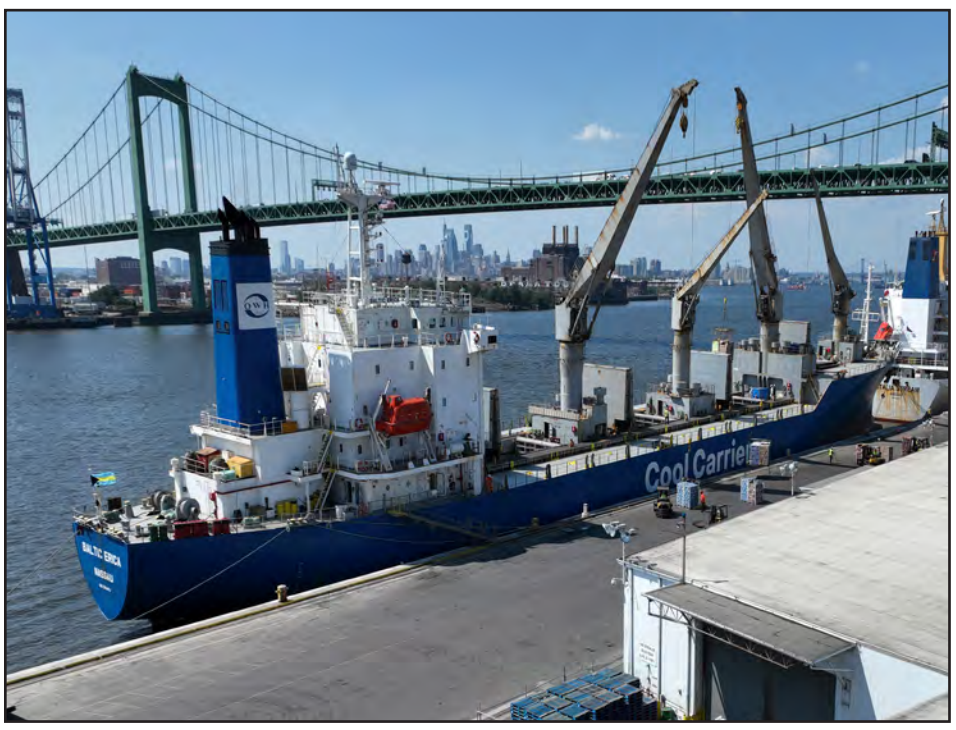
Ricci Tyrrell Johnson & Grey
ATTORNEYS AT LAW

A powerful blending of **experience**, **commitment**, and **vision** in all facets of admiralty and marine insurance law.

Our attorneys have proudly served the maritime industry, representing underwriters, cargo interests, vessel owners, tug and tow operators, surveyors, vessel manufacturers, and marine construction companies for **over 30 years**.

With offices in Pennsylvania, New Jersey and New York
www.rtjglaw.com
Jim Johnson
Office: (215) 320-2082 Cell: (609) 238-2232
jjohnson@rtjglaw.com

First lemons from Argentina enter U.S. through Gloucester, N.J.



The "M/V Baltic Erica" discharging more than 3,700 tons of Argentinian lemons at Gloucester Marine Terminal in Gloucester City, N.J.

On July 22, 2022, more than 3,700 tons of fresh lemons from Argentina arrived at the Delaware River. Representatives from Holt Logistics Corp. marked the occasion with a brief dockside reception alongside trade representatives and other business leaders from both countries. The "M/V Baltic Erica" unloaded approximately 3,300 pallets of lemons from Argentina, the first ever to enter the U.S. under a new agreement between the U.S. Department of Agriculture and the National Service for Agrifood Health and Quality (Senasa).

"The historic arrival of fresh lemons from Argentina brings yet another high-quality source product through the Port of Philadelphia," said Eric Holt, Chief Commercial Officer for Holt Logistics. "This import represents years of negotiations and positive relationship building between commercial and safety interests surrounding the import of fresh goods into the United States. We are grateful to all partners who worked together to make this day possible."

The "Baltic Erica" departed from the Euroamérica port complex near Buenos Aires on July 9, bound for the U.S. The vessel discharged at Gloucester Terminals in Gloucester City, N.J.

"This shipment of fresh lemons to the United States is unprecedented and novel for the country, since the merchandise is sent directly in a hold ship to the Port of Philadelphia," said Guillermo Ruffo, Plant Protection Coordinator of the North Buenos Aires Regional Center.

Admiral Fagan receives Lincoln Award in Philadelphia



The local maritime community welcomed Coast Guard Commandant Admiral Linda L. Fagan on Aug. 2 at the Union League in Philadelphia to celebrate the Coast Guard's 232nd birthday. The Admiral received the League Armed Services Council's prestigous Lincoln Award, which it bestows on individuals of national stature who personify the League's motto, Love of Country Leads.

Admiral Fagan assumed command on June 1, 2022 and has the distinct honor of being the first woman to command not just the Coast Guard, but any branch of the U.S. armed services. Joining the Admiral *(second from left)* at the event were Maritime Exchange Chairman John Reynolds, Maritime Exchange President Lisa Himber, and U.S. Coast Guard Commander, Sector Delaware Bay, CAPT Jonathan Theel. Congratulations to both Admiral Fagan and the Coast Guard!

Electronic export manifest submissions on the horizon

continued from page 4

strate successful electronic filing capabilities and history, CBP allows them to forgo the paper in favor of the electronic transmission. The agency has approved this for at least two carriers, with more expected soon.

How the Exchange can help

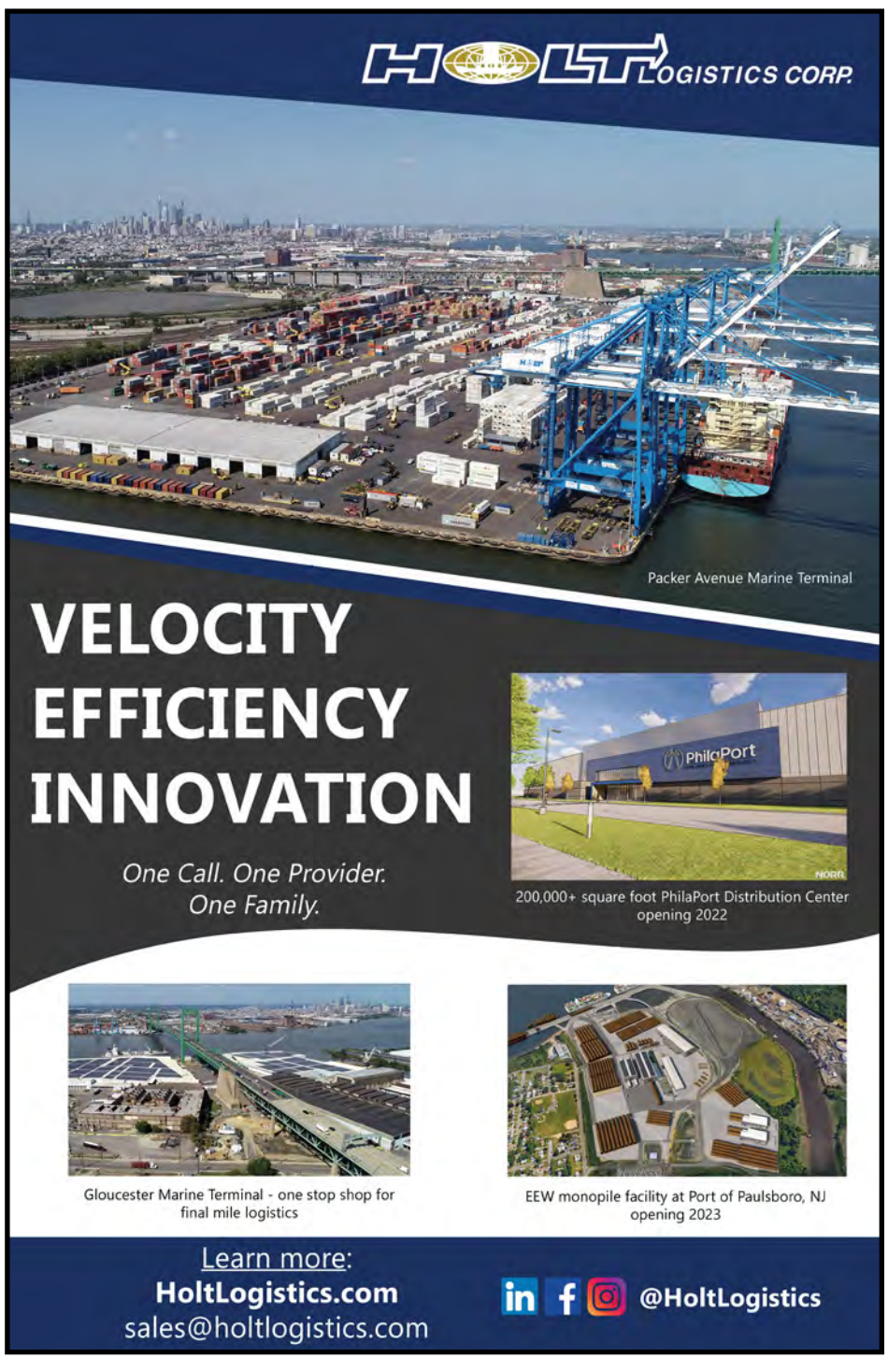
So far, two companies have enrolled in the TRACS export manifest system to participate in the CBP pilot. Inchcape Shipping Services has been working with the Exchange since the end of 2021, honing manifest data and its internal workflows to enter and transmit the data to CBP. Independent Container Line has also begun the process.

"The last few months have allowed us to go from requirements gathering to testing manifest filing with the Exchange," said Michael Treiber, Supervisor, Import/Export Documentation and Compliance, at Inchcape. "We now know what to expect and won't be stuck trying to find a provider last minute."

Moran Shipping has also been working to secure its clients to add to the program.

The bottom line is that CBP wants export manifest filers to transition to the electronic export manifest pilot program. As a certified provider, the Exchange stands ready to assist with export filings.

Contact ops@mxops.org or 215-925-1524 to learn how to take advantage of this unique opportunity to get a step ahead of your competitors.



Editorial

The Beacon editorial staff on vacation

With thanks to our friends at Monroe Energy and the National Retail Federation, The Beacon *editorial staff was able to get a bit of a summer break. Matt McGlaughlin of Monroe and Jon Gold of the NRF present their keen insights into timely and relevant federal policies affecting Exchange members and U.S. consumers as a whole. The Exchange is grateful for their willingness to explain these complex issues and share their ideas on how to move forward.*

A missed opportunity to lower gas prices

By: Matt McGlaughlin, Government Affairs & Legal Associate
Monroe Energy



With gas prices spiking over the last few months, much has been touted that the Administration is doing everything in its power to keep costs down. Regrettably, that has not been happening.

In early June, the U.S. Environmental Protection Agency announced the long-anticipated final rule governing blending volumes for the Renewable Fuel Standard (RFS) program for 2020-2022. This federal regulation dictates the amount of renewable fuel, like ethanol, that must be blended into the transportation fuel consumed in the U.S.

Oil refiners like those here in the Delaware Valley are responsible for ensuring that this blending takes place, even though they have very little control over the amount of blending that occurs because it happens long after the fuel they produce has left their facilities. As a result, refiners must purchase expensive RFS compliance credits to meet the program's requirements. In many cases, RFS compliance costs refiners hundreds of millions of dollars per year—exceeding the combined total of all other operational expenses.

Over the course of the year leading up to the EPA's announcement, two Delaware Valley refiners, PBF Energy and Monroe Energy, waged an aggressive advocacy campaign urging the Biden Administration to make sensible and much-needed reforms to the program. Specifically, refiners demonstrated that RFS compliance adds up to $.30 per gallon to the cost of gasoline and that meaningful RFS reform would directly translate into reduced prices for consumers at the pump.

In addition, failure to address skyrocketing RFS costs threatens thousands of jobs supported by local refiners and jeopardizes our nation's energy security, potentially making the current energy crisis dramatically worse.

RFS reform has gained significant bipartisan support in the tristate region and beyond. With the president claiming he would use "every tool in his toolbox" to bring down the price of gasoline, RFS reform seemed like an obvious opportunity to alleviate pressure that was within his power to achieve.

Unfortunately, these calls went unheeded, and the EPA inexplicably settled on blending targets that exceed the amount of biofuel that our engines and blending infrastructure can even handle. The ripple effect from this decision means that RFS compliance costs will remain high, and this greatest threat to our regional refiners will continue to exist.

Who is responsible for gas prices?

In the weeks following the announcement, some have begun an effort to place the blame for high fuel prices on refiners. This blame is misplaced: refiners do not set the market price for fuels.

Generally speaking, gasoline and diesel are commodities. This essentially means they are largely the same products regardless of which refinery produces them, and they are traded on regulated exchanges. Because oil refining is a highly competitive business, refiners compete for market share by keeping their costs low. When the market dictates higher margins for fuels, it serves as a signal to refiners to produce more of their product, *not less*.

The higher price of crude oil is not the only cost driver at the pump. The nation's refining capacity at the beginning of 2022 fell to its lowest level since 2014, according to an Energy Information Administration report, yet demand has returned to pre-pandemic levels. Additionally, gasoline and diesel inventories are well below their five-year averages, pushing fuel prices even higher—a textbook case of supply and demand economics. Couple these facts with international conflicts and it creates a recipe for painful prices at the pump.

The Maritime Exchange has been an indispensable partner in the efforts to advocate for sensible RFS reform and other important issues that strengthen the port community. From recruiting Exchange partners to submitting letters of support and official comments to the EPA, the Exchange has gone above and beyond for local refiners.

Despite the Biden administration's disappointing decisions on the RFS, regional refiners will continue to advocate for reform and encourage solutions that will save thousands of jobs, reduce prices for consumers, and ensure the integrity of our national fuel security.

For more information, please visit www.FuelingUSJobs.com.

The Beacon is the official newsletter of the Maritime Exchange for the Delaware River and Bay. The Exchange encourages its readers to submit letters to the editor at any time in response to articles that appear in *The Beacon* or to address other topics of interest to the port community.

Please direct any correspondence, comments, or inquiries regarding the contents of this newsletter to:

exchange@maritimedelriv.com

Maritime Exchange, Attn: Beacon Editor
240 Cherry Street, Philadelphia, PA 19106

The time for tariff relief is now

By: Jonathan Gold, Vice President
Supply Chain and Customs Policy
National Retail Federation

As the United States faces the highest rate of inflation in decades, the Biden administration continues to talk about looking at all options to lower inflation. While there is no single reason for such inflation, there is also no single solution that will provide the necessary relief to the economy. We need a mix of economic and monetary policy solutions to lower inflation.

One policy solution President Biden could implement immediately is to provide relief from the harmful Section 301 tariffs on goods imported from China that have been in effect since 2018. Repealing these tariffs would send a signal to businesses, consumers, and the economy that he is serious about doing everything he can to lower inflation.

These tariffs have not achieved their goal of pressuring China to change its trade policies regarding forced technology transfers and the protection of intellectual property. Tariffs were never the right approach.

From the beginning of the trade war, NRF and many others pointed out the negative effect the tariffs would have on retailers, workers, consumers, and the economy as a whole. Four years later, those arguments still hold up and are even more important due to rising costs from inflation. While tariffs are not the sole contributor, they certainly have had an impact on inflation and prices.

Let's be clear. Despite what some claim, these tariffs have not been paid by China. Tariffs are a tax paid by U.S. importers and eventually passed along to U.S. consumers. U.S. Customs and Border Protection has collected over $147 billion from U.S. importers since the tariffs went into effect. As the Federal Reserve Bank of New York has pointed out, these tariffs "continue to be almost entirely borne by U.S. firms and consumers." The numbers continue to rise on a monthly basis, especially as strong consumer demand continues.

Businesses large and small have been hit with the negative impact of the tariffs since they were first put in place. The tariffs, which are applied to everything from parts and materials to finished goods, have only resulted in increased costs that ultimately get passed along to the end consumer. The Congressional Budget Office estimated that the tariffs cost the average American household more than $1,200 in 2020.

Imagine what removing these harmful tariffs would do to help boost the economy and address some of the inflationary pressure felt by Americans. Treasury Secretary Janet Yellen has said the tariffs serve no strategic purpose and could be lowered. Economists including Larry Summers and Jason Furman have called for tariff relief as a key element to reduce inflation. In addition, 141 bipartisan House members and 41 bipartisan senators wrote to U.S. Trade Representative Katherine Tai urging her office to open a broader tariff exclusions process to provide further relief. Unfortunately, Congress has missed an opportunity to address the 301 exclusion process in the slimmed down China competition bill currently pending.

Ed Gresser from the Progressive Policy Institute recently wrote, "Tariffs are easily the most regressive of all U.S. taxes, forcing the poor to pay more than anyone else." The Peterson Institute released a study saying trade liberalization, including tariff relief, could help stem inflation.

Recent press reports indicate that President Biden is considering limited tariff relief for about $10 billion worth of consumer products subject to the 301 duties, some kind of new exclusion process for other subject goods, and potentially a new Section 301 investigation looking at Chinese subsidies that could be used to further adjust the tariffs.

The Section 301 tariffs cover over $350 billion worth of products imported from China. Providing relief on $10 billion worth of products is a nice first step, but it will not provide the immediate relief retailers and others need so desperately.

We need a new policy direction to address the ongoing challenges from China. The tariffs have not worked and need to be repealed in order to actually help U.S. businesses, workers, and consumers.

MARITIME EXCHANGE
for the Delaware River and Bay

John Reynolds, Chairman
Uwe Schulz, Vice Chairman
Robert A. Herb, Treasurer
Lisa B. Himber, President
A. Robert Degen, Esq., Secretary/Solicitor

Nearing an inflection point on China 301 tariffs

Legal Ease

By: John Donohue, Of Counsel
Neville Peterson, LLP

Talk to any businessperson engaged in international trading and the subject of Section 301 tariffs is likely to come up. Talk to any businessperson engaged in trade with China and it is the only subject likely to come up.

Everyone wants to know: Will the Court ultimately hold that the assessments were illegal? How long will they last? How can they be modified? Does Congress have to act?

All good questions. The answers may be a bit harder to come by.

Here is an interesting fact to consider. In December, 1963 President Johnson—responding to certain trading rules imposed by the then European Economic Community that had the effect of blocking exports of U.S. poultry products to the EEC—imposed a retaliatory duty on a variety of products, including pickup trucks, which were then predominantly exported from Germany, an EEC Member State. Fifty-nine years later, and those duties still exist. Inertia, in the affairs of state, can be a dangerous enemy.

As most China traders know, the authority of the president to assess the 301 duties on Chinese exports, in the amounts that he has, is now in litigation. The theory advanced by importers burdened by these significant assessments is fairly straightforward.

Then President Trump determined that the Chinese acts, policies, and procedures that were adverse to U.S. interests (largely related to state-sponsored intellectual property theft) were valued at $50 billion. The president created two product lists, the trading value of which was $50 billion (called, predictably, lists one and two), and he imposed 25% duties on products on both lists.

Then the Chinese government retaliated, imposing its own duties on U.S. exports to China, also valued at $50 billion. Then, in response to the Chinese retaliation decision, the United States created two additional lists, valued at a whopping $500 billion, and imposed duties ranging from 10 to 25% on those goods. This much higher universe of goods was identified as lists three and four A.

The importers in the lawsuit largely agreed that the U.S. was within its rights under U.S. and international law to impose duties under lists one and two but argued that the president did not have the authority to create lists three and four A without commencing a new investigation directed to the Chinese retaliation. The government replied, arguing that Section 301 gives the president the power to "impose" a duty and the power to "modify" any such imposition, so lists three and four A are nothing more than an exercise of the power to "modify." But, the importers argued, the government acted with such speed in drafting lists three and four A that it could not have meaningfully considered the thousands of comments filed in objection to the duties.

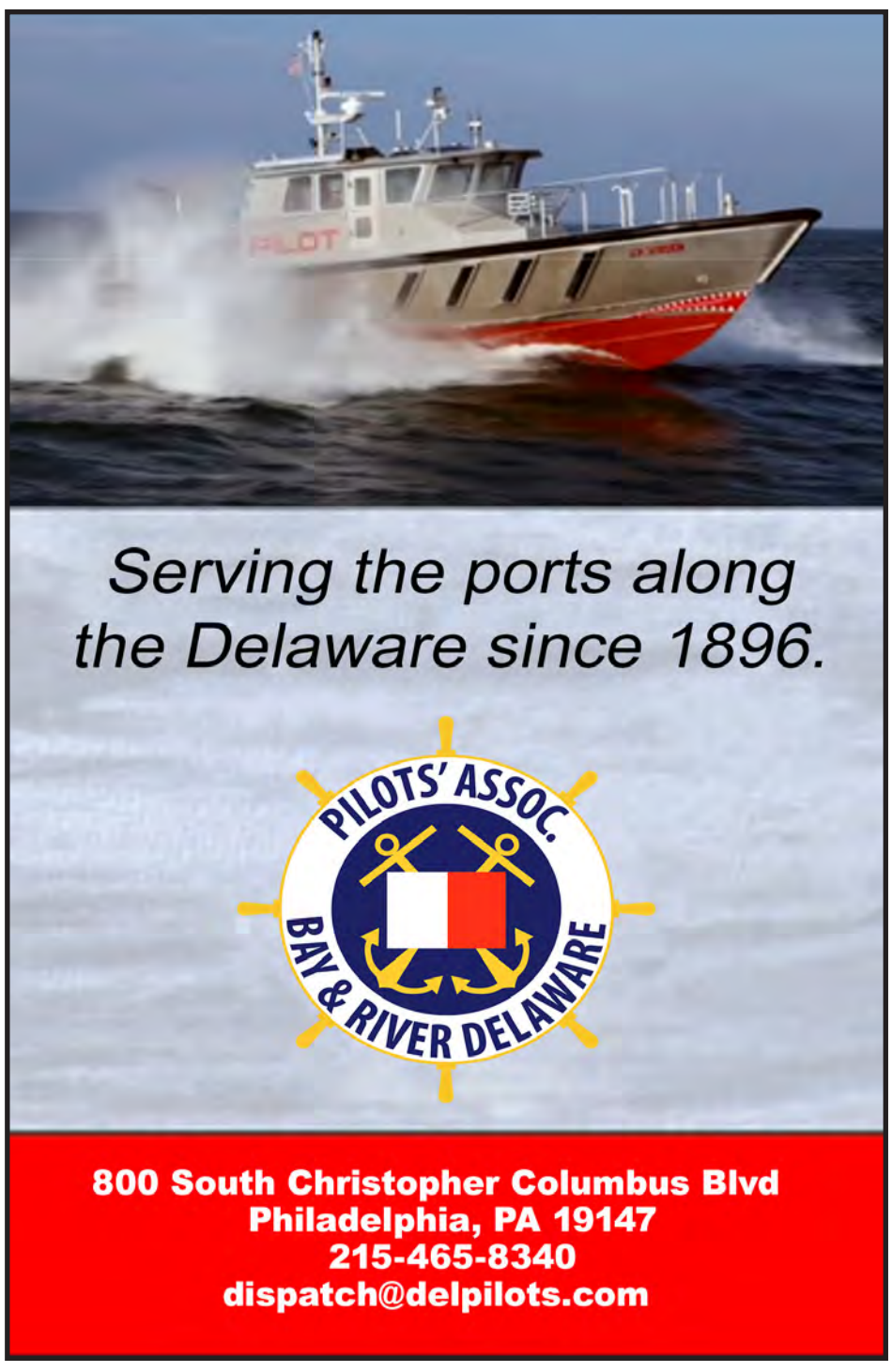
So far, the U.S. Court of International Trade has issued one substantive decision affirming the power of the government to impose duties under lists three and four A but directing the government to prove (through a record developed at the time) that the objections of the importers to specific assessments were fully considered. The deadline is fast approaching for the government to produce the information required. We will likely see a substantive final decision of the Court of International Trade by year's end.

The Section 301 tariffs originally imposed against Chinese goods are rightfully known as the "Trump tariffs." Yet the extension of the tariffs is clearly the "Biden extension." And in the more than two-year period since the tariffs were imposed, some facts are noteworthy, and they do not all tilt one way. First, in an inflationary



environment, the Section 301 tariffs are estimated to add a full percentage point to the U.S. rate of inflation, and the U.S is clearly looking for ways to reduce inflation. That fact would lend to their elimination or to their being scaled back. Second, we cannot point to the tariffs imposed and conclude that they have meaningfully pushed the Chinese to end those unlawful and unfair trade practices. A credible case has not yet been made that they achieved their purpose. Third, if they have not, in fact, achieved their intended purpose and they are revoked, will a revocation send a message to the Chinese government that thinks in terms of centuries, not years or months, that it can do with the Americans what it wishes because it can simply "wait them out?"

No easy answers.





Notes & News

The **Chamber of Commerce for Greater Philadelphia** named **Chellie Cameron** as its new President and CEO following a national search for a visionary leader to attract new business to the region, expand opportunities for existing businesses, and create new jobs. Cameron, who previously served as CEO of the Philadelphia International Airport and the Northeast Philadelphia Airport, took the helm on July 11, 2022. Welcome aboard!

Gawthrop Greenwood, PC announced a merger with the Chester County-based law firm Hudson L. Voltz, PC. On June 1, attorneys **Hudson L. Voltz** and **Janet J. Satterthwaite** joined Gawthrop Greenwood's team of attorneys at their law offices in West Chester, PA. Best of luck!

Independence Seaport Museum, has again achieved accreditation by the American Alliance of Museums, the highest national recognition afforded to the nation's museums. Accreditation signifies excellence to the museum community, to governments, funders, outside agencies, and to the museum-going public. An honor for our local maritime museum!

Urban Engineers announced that the American Society of Civil Engineers elected **Carol Martsolf, P.E.** as Region 2 Director. At Urban Engineers, Ms. Martsolf serves as a Vice President and leads the Training Institute at the firm's Philadelphia headquarters. Founded in 1852, ASCE is the nation's oldest engineering society. Congratulations!

Vane Brothers announced that 100% of its tugboats have earned valid Certificates of Inspection as part of the U.S. Coast Guard's Subchapter M program. Subchapter M refers to federally regulated safety standards for inspected towing vessels. Bravo Zulu!

Calendar of Events

08/10	Maritime Exchange Executive Committee Meeting
08/16	Seamen's Church Institute Executive Committee Meeting, Noon
09/06	CBP Quarterly Trade Meeting
09/08	Mariners' Advisory Committee Meeting 11:00 a.m. - 2:00 p.m., Popi's Restaurant, Philadelphia PA
09/09	World Trade Association of Philadelphia 4th Annual Jan Fuhrer Memorial Golf Outing 7:00 a.m. - 3:00 p.m., Bensalem Country Club, Bensalem, PA Visit https://wtaphila.net
09/13	Seamen's Center of Wilmington Last Bash of Summer 4:30 p.m. - 7:30 p.m., Docklands Riverfront, Wilmington, DE Contact scw@scwde.org or visit https://www.scwde.org
09/14	Maritime Exchange Board of Directors Meeting
09/15	Ports of Philadelphia Maritime Society Golf Outing 7:30 a.m. - noon, Springfield Country Club, Springfield, PA Visit www.portsofphilamaritimesociety.com
	Ports of Philadelphia Maritime Society Crab Feast Noon - 6:00 p.m., Fort Mifflin, Philadelphia, PA Visit www.portsofphilamaritimesociety.com
09/20	Seamen's Church Institute Board Meeting
09/21	World Trade Center of Delaware Board Meeting, 2:00 p.m.
	WRA's 39th Annual Recognition Dinner 5:30 p.m. - 8:30 p.m., Fairmount Water Works, Philadelphia, PA Contact ed@wradrb.org
09/23	USCG/AMSC General Members Meeting 9:30 a.m. - noon, 1 Washington Avenue, Philadelphia PA Contact Glena Tredinnick, Glena.T.Tredinnick@uscg.mil
09/24	Partnership for the Delaware Estuary: Delaware River Festival Penn's Landing and Wiggins Park Visit https://www.delawareriverfest.org/
09/29	World Trade Association of Philadelphia Annual Dinner 6:00 p.m. - 10:00 p.m., Cescaphe Ballroom, Philadelphia PA Visit https://wtaphila.net/events
10/11	Maritime Exchange Innovations Working Group Meeting 10:00 a.m. - 11:00 a.m., Contact Darleen Michalak, darleen.michalak@maritimedelriv.com
10/12	Maritime Exchange Executive Committee Meeting

For a complete schedule and event details, visit www.maritimedelriv.com.



